



# NAVSEA

## NAVAL SEA SYSTEMS COMMAND

## Small Business Industry Day 6 October 2020

View a recording of Day 1 at the link below - The event starts at approximately minute 54 Link:  
[https://teams.microsoft.com/l/meetup-join/19%3ameeting\\_YfFjYjdiMWQtZWRjNC00ZjBhLTgxYtEtYtG4ZGNjYzQ1NTQ2%40thread.v2/0?context=%7b%22Tid%22%3a%2221acfb3-32be-4715-9025-1e2f015cbbe9%22%2c%22Oid%22%3a%228b08c56f-8fc8-4b19-a47c-2c9e30733a8c%22%2c%22IsBroadcastMeeting%22%3atru%7d](https://teams.microsoft.com/l/meetup-join/19%3ameeting_YfFjYjdiMWQtZWRjNC00ZjBhLTgxYtEtYtG4ZGNjYzQ1NTQ2%40thread.v2/0?context=%7b%22Tid%22%3a%2221acfb3-32be-4715-9025-1e2f015cbbe9%22%2c%22Oid%22%3a%228b08c56f-8fc8-4b19-a47c-2c9e30733a8c%22%2c%22IsBroadcastMeeting%22%3atru%7d)

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Unclassified



**CAPT Derrick Blackston**  
**Chief of Staff**  
**NAVSEA**

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**VADM William Galinis**  
**Commander**  
**NAVSEA**



**Mr. James Smerchansky**  
**Executive Director**  
**NAVSEA**



**CAPT Frank Futcher**  
**Director, NavalX**  
**Department of the Navy**

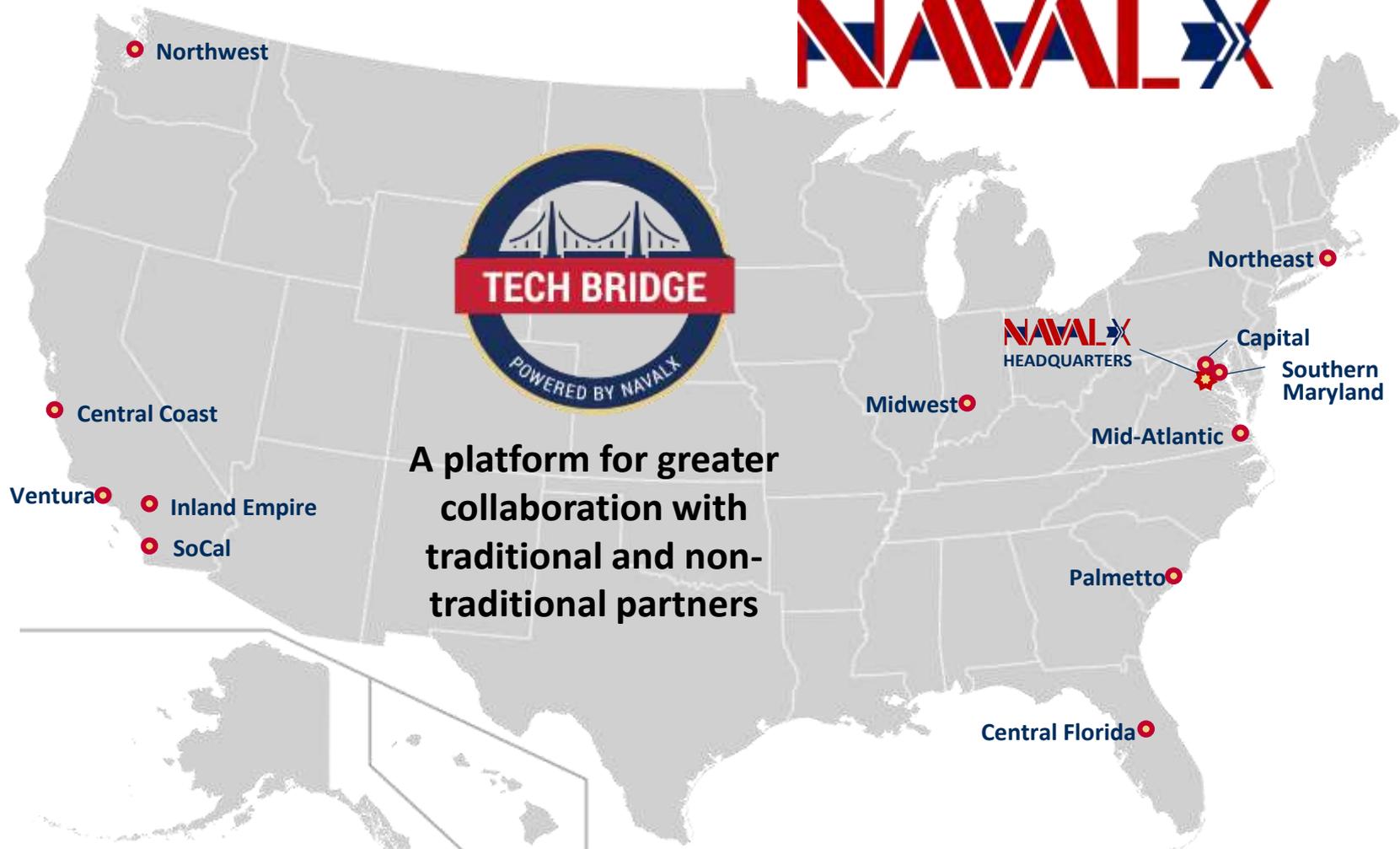


## A platform to ...

- **Build networks**
- **Connect people**
- **Increase partnerships**
- **Enable collaboration**
- **Accelerate discovery and experimentation**
- **Foster innovation capacity and agility**



**Empowering Innovators  
Accelerating Change**





# INNOVATION PIPELINE





# NavalX ? Questions ?



**Mr. James Lofgren**  
**Director of Contracts**  
**NAVSEA**



# Contracts Overview

## ? Questions ?



**Ms. Kris Boyles**  
**SEAPORT Program Mgr**  
**NAVSEA**

# SeaPort NxG

Naval Sea Systems Command  
Small Business Industry Day  
October 2020



- SeaPort is the Department of the Navy's (DON's) mandatory for consideration vehicle for the procurement of professional support services
- SeaPort refers to both a set of Indefinite Delivery Indefinite Quantity (IDIQ) Multiple Award Contracts (MACs) and also an electronic platform to solicit, award and administer task orders

- Decentralized ordering
- Not a schedule program or GWAC
- Fair Opportunity to Compete in accordance with FAR 16
- Electronic Portal for all Task Orders
- Promote Small Business set-asides as prime contractors
- No Fee to Contractors to utilize SeaPort
- Rolling Admissions to add new vendors

# NxG Contract Characteristics

- Up to five-year Base ordering period w/Five-Year Option
- Single NAICS (541330) with military exception (\$41.5M)
- Fair Opportunity IAW FAR 16 provided to all Vendors Nationwide
  - Removal of Zone Presence Requirements
- Grouping of functional areas into 2 functional areas with 23 subcategories
- Leverages Vendor experience providing direct support to the DON, as either prime or sub
- Cost and Fixed priced task orders permitted
  - Only can bid on cost orders if adequate accounting system

# NxG Contract Characteristics

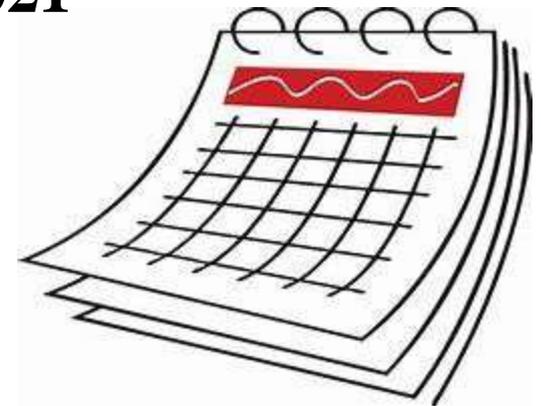
- Only one MAC award per Company
  - “Company” includes affiliates and business units as defined in FAR 2.101, this also includes Joint Ventures.
- No Time and Material orders
- No Undefined Orders

## Notional Schedule

- RFP Release **01 Jan 2021**
- RFP Closes **02 Feb 2021**
- Evaluations Begin **Feb – Apr 2021**
- Award Document Development **Apr – May 2021**
- Award of MACs **Jun 2021**
- Access to NxG Portal **Jul 2021**

Notional schedule has been posted on [beta.sam.gov](https://beta.sam.gov)

**Solicitation N0017821R7000**



# Small Business Strategy

- 85% of MAC Awardees are Small Businesses
- MAC Small Business goals:
  - 20% of obligated dollars to large businesses will be subcontracted to small business
- Government will reserve the right to set aside any requirement
  - Must be noted in the TO Solicitation
  - Each Task Order reviewed by each Deputy for Small Business for potential set asides and subcontracting goals
    - Subcontracting actuals tracked in the portal twice a year
- SBIRs cannot be awarded through SeaPort

- Become a MAC holder or Team Member
  - Pursue partnering/teaming/subcontracting arrangements
  - Submit a proposal in response to the SeaPort NxG Rolling Admissions Solicitation
- Learn the local ordering office's market
  - Contact the DSB of the local ordering office
  - Study Long Range Acquisition Forecasts of Ordering Offices
- Learn your competition
  - Determine who's performing similar efforts with complimentary capabilities
- Respond to Sources Sought announcements
  - Quality responses get lots of attention
  - Can facilitate set-asides and serve as a great marketing tool



# NAVSEA NxG Award Stats

Set Aside	# of TO Awards
Unrestricted	41
Reserved for 8(a) SB	5
Reserved for HUBZONE SB	1
Reserved for SDVOSB SB	3
Reserved for WOSB	1
SB Set-Aside	49
<b>Total Awards</b>	<b>100</b>

59% of Solicitations to date have been set aside

Average number of proposals per SeaPort Competition
3.3

# of Different Vendors Receiving an Award	# of Task Order Awards
70	100

70% of awards have gone to different vendors

Incumbent Won	# of Task Orders
No	51
Yes	49
<b>Total Awards</b>	<b>100</b>

51% of awards have gone to other than the incumbent

Data as of 09-24-2020

## **SeaPort MAC Procuring Contracting Officer (PCO)**

[Seaport\\_EPCO@navy.mil](mailto:Seaport_EPCO@navy.mil)

Questions for the SeaPort MAC PCO regarding specific SeaPort MAC contracts such as size status, ordering period information, vendor name/address/DUNs/CAGE Code changes and Rolling Admissions.

## **SeaPort Functional Helpdesk Support**

[seaportsupport.fct@navy.mil](mailto:seaportsupport.fct@navy.mil)

Contact the Seaport Helpdesk via email when access to the portal is not available – Please input formal Helpdesk tickets when portal access is available for questions concerning technical issues with the Seaport system and functionality.

## **SeaPort Ombudsman (Overarching)**

[Seaport\\_Ombudsman@navy.mil](mailto:Seaport_Ombudsman@navy.mil)

Requests for the Overarching Ombudsman, located at NAVSEA, to provide additional reviews of solicitation or task order issues after they have been reviewed by the activity's local Ombudsman. See Section 2.1.1 of Vendor guide located under the Help icon on the Vendor Portal for a listing of all local ombudsmen.



# SEAPORT NexGen ? Questions ?

# **BACKUP INFORMATION**

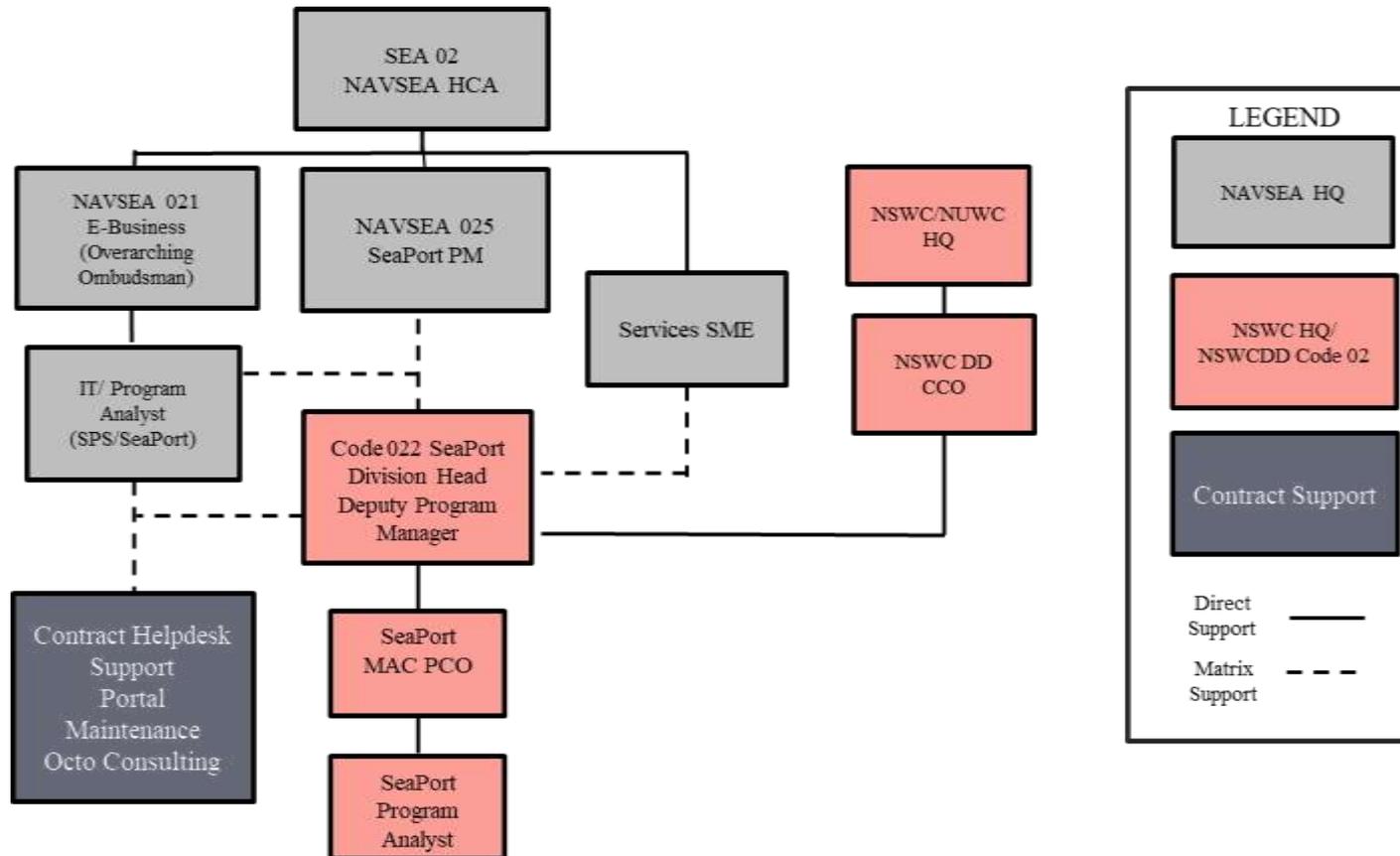
# What Happened to SeaPort e?

- Perfect Storm - MACs and ATO Expiring in Dec 2019
- Compliance with DoD/DoN security and IT standards
  - “Upgraded” technology does not always equate to “More user friendly”
- Had to move quickly to meet critical path
  - New SeaPort-NxG MACs awarded by Dec 2019
  - Develop plan to migrate existing SeaPort-e TO’s to NxG software/portal
- Only SeaPort-e MACs with Active Task Orders (TO) Migrated – completed Mar 2020

# SeaPort e MACs and TOs

- SeaPort-e MACs with no TOs are being closed out.
- No new TOs can be awarded under MACs that migrated
  - SeaPort e existing TOs have approval to finish out period of performances regardless of MAC end dates
- No automatic “rollover” of “e” contract to “NxG” contract
  - Holding a SeaPort e MAC did not guarantee award of SeaPort NxG MAC
  - Must propose under upcoming Rolling Admissions to receive an NxG MAC
- Access to SeaPort portal
  - Holding an NxG MAC
  - Being part of an NxG Teaming Relationships
  - Holding a SeaPort-e MAC with open Task Orders
- Same MAC PCO for both SeaPort e and SeaPort NxG

- Local Task Order Ordering Office responsibility includes:
  - Requirements development
  - Acquisition Forecasting
  - Industry Days
  - Ensuring Small business participation is sufficient
  - Ensuring competition is healthy
  - Award and administration of Task Orders
  - Sponsorship of DD254 requests
  
- Activity Ombudsman (Competition Advocate/Deputy for Small Business) responsibility includes:
  - Protest/Dispute Resolution



- **I am interested in joining SeaPort or reviewing posted opportunities, can I register for portal access?**
  - Account access is only for those companies that have received a MAC award during a Rolling Admissions as a Prime Vendor.
  - The vendor administrator of that Prime company can then add additional accounts for employees of that Prime company.
  - Or accounts are created by invitation to be a teaming partner from a registered prime contract holder.
- **Are Contractors limited to only propose on certain functional areas or the functional area they received their award under?**
  - No. Vendors may propose on any of the 23 functional areas at the task order level. This is so you can organically grow your business into other scope areas without having to reapply for a MAC.
- **Does SeaPort NxG have a cap on profit, pass-through and/or escalation caps?**
  - Profit and pass-through are capped at 8.0% on CPFF orders only. There is no cap on escalation.

- **What is the difference between a Subcontractor and a Team Member?**
  - Prime - The prime contractor that holds a SeaPort NxG contract
  - Subcontractor - Formal subcontractor to a Prime on a specific effort/task order. Legally binding between the parties.
  - Team Member - Potential or current subcontractors to the Prime. Team Members are established electronically so they may see opportunities in the portal through their Prime relationship if they do not hold a Prime contract themselves and can upload proposal information as part of a Prime's proposal submission.
  
- **If I have an NxG MAC, will I automatically get my Award Term Option exercised?**
  - No. Contract holders who do not submit a proposal for any task order competition opportunities as a Prime over the base five-year ordering period will not be eligible to earn the award term as there has been no performance at the Prime Contract level to determine satisfactory performance to continue the contract.

- **What roles do my employees need to access SeaPort?**
  - SeaPort is a role-based system where transactions may only be executed by those account holders assigned the appropriate roles based upon authority to execute those specific transactions within the system. Only Government employees and Military personnel associated with authorized ordering activities with an account may have access to the Government Portal.
    - **Vendor (Non-Bidder):** can view opportunities and download opportunity attachments.
    - **Vendor:** can view opportunities and place proposals.
    - **Vendor Administrator:** can view opportunities, place proposals, manage vendor users, invite teaming partners, view reports, and accept/reject modifications.

- **How do I get a Facility Clearance**

- A Facility Clearance (FCL) is an administrative determination that a company is eligible for access to classified information (company clearance), Personnel Clearances (PCL) are for individuals
  - National Industrial Security Program Operating Manual (NISPOM), DoD 5220.22-M governs the FCL process and procedures.
  - Sponsorship can begin as soon as Government has determined the contract awardees.
- **Contractors must be sponsored by Government Contracting Agency or cleared contractor AND have legitimate need to have access to classified materials.**
- **The SeaPort MAC does not contain actual performance requirements. Requirements are all held at the Task Order level so sponsorship does not occur at the MAC level.**
  - Sponsorship can only come from the Task Order Contracting Office or already cleared SeaPort Prime if you are a subcontractor.
  - Not every solicitation under the entire SeaPort umbrella requests clearances, but many do.
- **Work with the task order office or Local DSB on solicitation requirements that allow for clearances of Primes or subcontractors to be sponsored post award or to provide transition periods for clearances.**

- **Who do I contact if the Portal is unavailable and I have a proposal due?**
  - In the event that the SeaPort Portal is unavailable during a proposal submission, proposals may be submitted in accordance with provision C.5 of the SeaPort NxG contract. Only the Task Order/Solicitation contracting officer is authorized to accept a late proposal or accept a proposal prior to the closing time if the portal is unavailable. The SeaPort PMO, nor the Helpdesk can make the determination.
  - The cognizant solicitation Contracting Officer may contact the Helpdesk to validate vendor statements of performance issues to aid in making their determination of accepting a proposal.
  - Regular web browser timeouts, password resets and not leaving enough time in general to submit the proposal do not constitute the portal being unavailable. Leave yourself plenty of time and do not wait until the last hour to log in to the system to find out your password does not work.

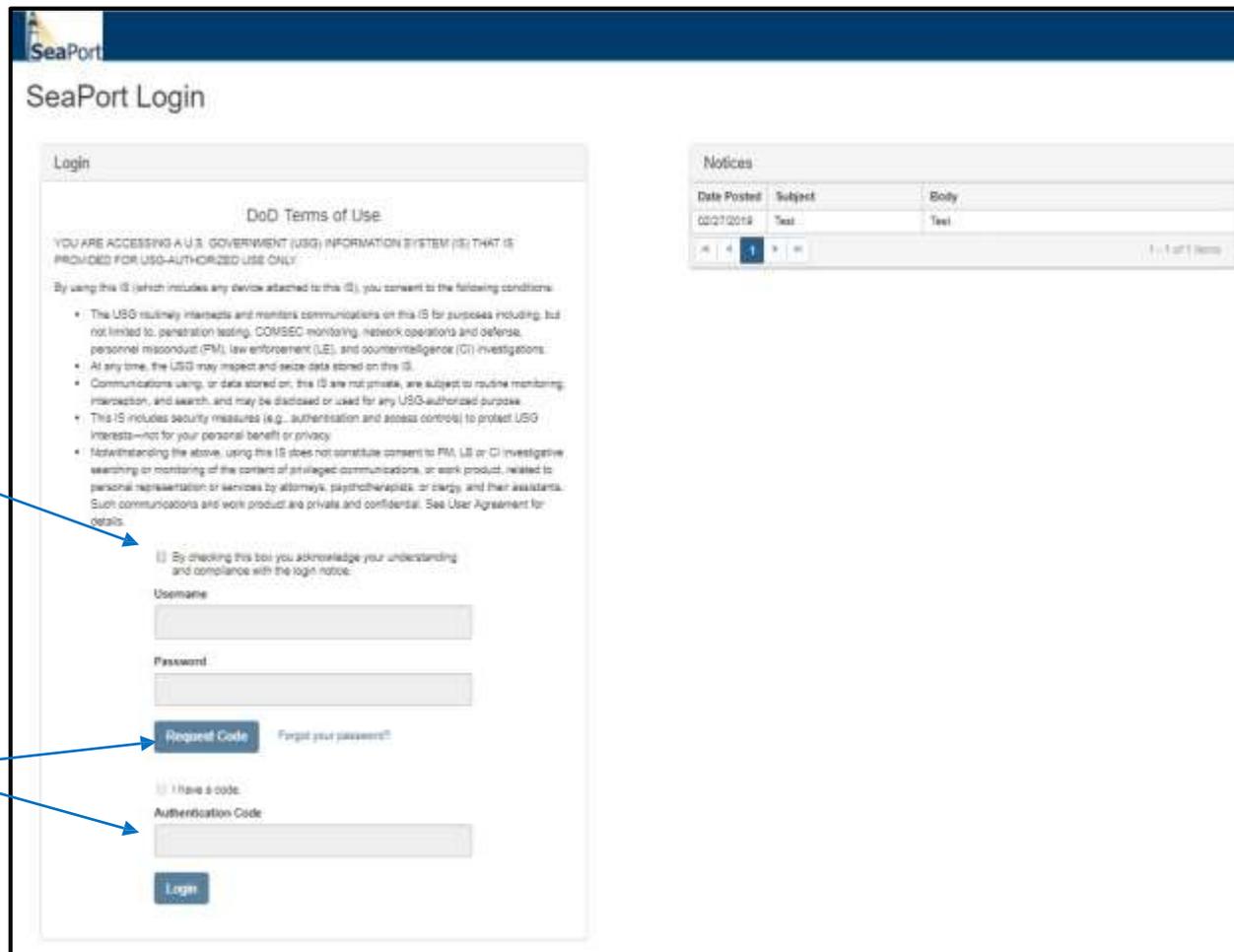
- **My Government contract offices states they have sent me a mod but I cannot find it.**
  - Click on the Awards tab to display a list of all awards (Task Orders, Bilateral and Unilateral Task Order and Contract Modifications) in the system which users can access based on their account and role.
  - The Awards listing page consists of two sections, In-Process Awards and Executed Awards. The In-Process Awards require action to be taken. These include awards with the status of “Response Required”, “Accepted”, or “Overdue”.
  - The Executed Awards section displays only the executed awards. No further action is required for awards listed in this section.
  
- **I have a requirements office or program office that wants to use a vendors SeaPort MAC, how do they place an order?**
  - All requirements are competed so there is no direct ordering to any vendor in SeaPort. All requirements must be released in a competitive solicitation by an authorized ordering office associated with the requirements office. The SeaPort MAC PCO does not place orders for specific requirements.

SeaPort NxG

<https://vendornxg.seaport.navy.mil/>

Must accept Terms of Use every time

Must use two-factor authentication code EVERYTIME you try to access the portal....even if you get logged out. It is a single use code. If you time out....get a new one.

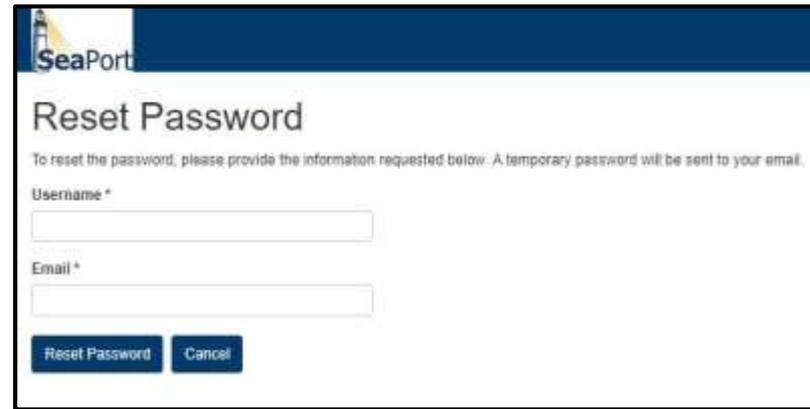


The screenshot shows the SeaPort Login interface. At the top, there is a 'SeaPort' logo and the title 'SeaPort Login'. Below this is a 'Login' section with a 'DoD Terms of Use' heading. The terms of use text states: 'YOU ARE ACCESSING A U.S. GOVERNMENT (USG) INFORMATION SYSTEM (S) THAT IS PROVIDED FOR USG-AUTHORIZED USE ONLY.' and lists several conditions of use. Below the terms, there is a checkbox labeled 'By checking this box you acknowledge your understanding and compliance with the login notice.' followed by input fields for 'Username' and 'Password'. There is a 'Request Code' button and a 'Forgot your password?' link. Below that, there is another checkbox labeled 'I have a code.' followed by an 'Authentication Code' input field and a 'Login' button. To the right of the login form is a 'Notices' section with a table containing columns for 'Date Posted', 'Subject', and 'Body'. The table shows one notice dated 02/21/2018 with the subject 'Test' and body 'Test'. There are navigation arrows and a page indicator '1 of 1 items' at the bottom of the notices table.

Accounts deactivate every 30 days for security reasons.  
Every company has a someone that was designated as their administrator to provide account access or to reactivate accounts.

# Password Reset and Helpdesk

The user can then use the *Forgot your password?* link to reset their password or contact their vendor administrator to reset the password.

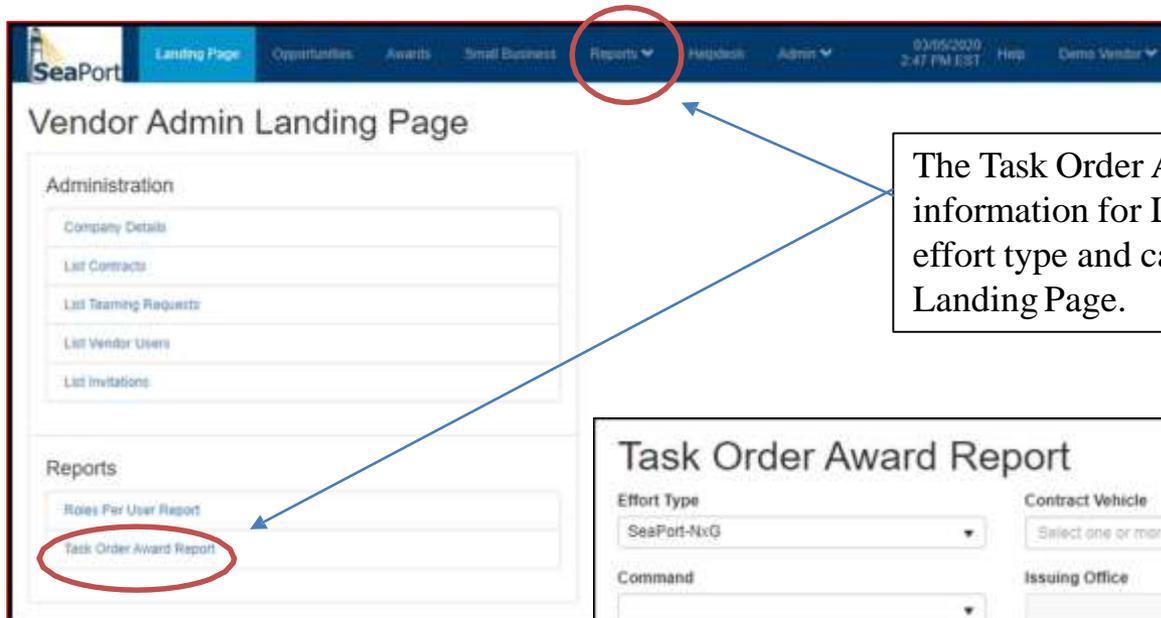
A screenshot of the SeaPort "Reset Password" web form. The form has a dark blue header with the SeaPort logo. Below the header, the title "Reset Password" is displayed. A sub-header reads: "To reset the password, please provide the information requested below. A temporary password will be sent to your email." There are two input fields: "Username\*" and "Email\*", both with asterisks indicating they are required. Below the input fields are two buttons: "Reset Password" and "Cancel".

Password resets and/or SeaPort access issues should be sent to the specific company's SeaPort Vendor Administrator before contacting the helpdesk. The SeaPort PMO office cannot reset Vendor passwords.

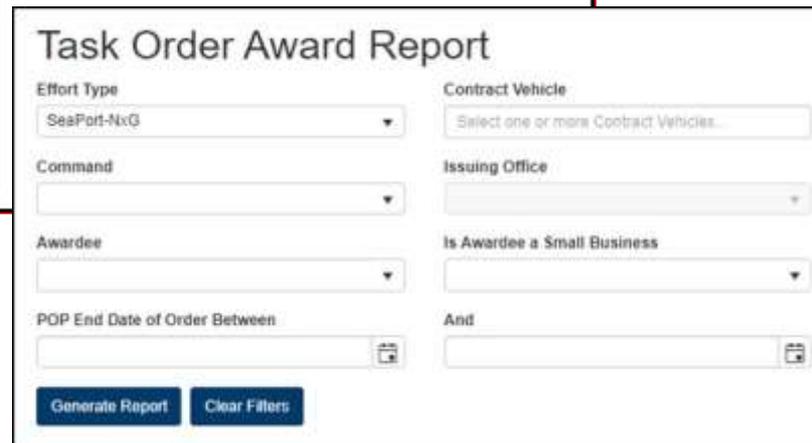
- **Helpdesk**

- Submit an official ticket request by clicking on the Helpdesk link  to access the Helpdesk module or via email at [SeaPortSupport.fct@navy.mil](mailto:SeaPortSupport.fct@navy.mil). Helpdesk tickets within the system should be the first option for user support, then email. The helpdesk is for portal functionality help, not contractual or policy help.
- For identifying the urgency of the Ticket and for tracking purposes, use the following Description convention: Include the word "URGENT" in the ticket subject line (e.g. Request for Pricing Structure Support – URGENT).
- Questions regarding awarded task orders or the development of solicitations, local operating procedures or general contract policy, should first be posed to the AOO and its contracting officers.

# Task Order Award Report



The Task Order Award Report displays TO award information for Large and Small businesses for a specified effort type and can be accessed from the Vendor Admin Landing Page.



The screenshot shows the 'Task Order Award Report' filter form. It includes the following fields and controls:

- Effort Type:** A dropdown menu with 'SeaPort-NxG' selected.
- Contract Vehicle:** A text input field with the placeholder 'Select one or more Contract Vehicles...'.
- Command:** A dropdown menu.
- Issuing Office:** A dropdown menu.
- Awardee:** A dropdown menu.
- Is Awardee a Small Business:** A dropdown menu.
- POP End Date of Order Between:** Two date input fields with calendar icons.
- Buttons:** 'Generate Report' and 'Clear Filters'.

The report outputs are solicitation number, TO number, description, set-aside, awardee, award date, potential value at award, small business, issuing office and end date.

# Small Business Subcontracting Reporting in the Portal

Total subcontracting reporting at the MAC level is reported in ESRS, however, individual Task Order reporting is completed in the SeaPort portal. Here is where you report what you subcontracted at the Task Order level to ensure you are meeting your task order and overarching goals.

**Small Business Subcontracting Data**

Important: All amounts are cumulative and should reflect obligated dollars subcontracted-to-date, through the end of the current reporting period. For example, if the total subcontract is \$100,000 and \$40,000 has been obligated as of the date that information is being entered, the contractor should enter the \$40,000 amount.

Task Order Number: N0002419F3973

Reporting Period		SB	VOSB	SDVOSB	HUBZSB	SDB	WOSB	Total Small Business	Total Amount Subcontracted (All business types)
Original Goals	Percent Value (%)	10.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.00%	10.00%
	Dollar Amount (\$)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
04/01/2020 - 09/30/2020	Percent Value (%)	0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %
	Dollar Amount (\$)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Comments

1000 of 1000 characters remaining.

Submit
Cancel

Vendor Administrator can click on the Small Business tab from the Landing Page in order to see Small Business Subcontracting Summary page. When the small business subcontracting reporting period opens between April 1 – May 15 and October 1 – November 15, the actuals are required only for the active Task Orders that have “Due” response status, which have priced line items with a Period of Performance falling within 6 months of the reporting period (April 1 - September 30 and October 1 - March 30). There is no need to submit actuals for options.

- **Disputes**
  - Protest Threshold for Orders is \$25M
  - Under \$25M should be handled by Ombudsman.
  - Ordering Activities have local Ombudsman to assist in disputes with contractors at the Task Order level. A list can be found in the Vendor guide under the Help Icon once logged in.
  - SeaPort has an overarching Ombudsman if disputes cannot be reconciled with the Ordering Office Ombudsman.



# Total SeaPort NxG Award Stats

Set Aside	# of TO Awards
Unrestricted	91
Reserved for 8(a) SB	15
Reserved for HUBZONE SB	2
Reserved for SDVOSB SB	16
Reserved for WOSB	5
SB Set-Aside	128
<b>Total Awards</b>	<b>257</b>

65% of Solicitations to date have been set aside

Average number of proposals per SeaPort Competition
4

# of Different Vendors Receiving an Award	# of Task Order Awards
158	257

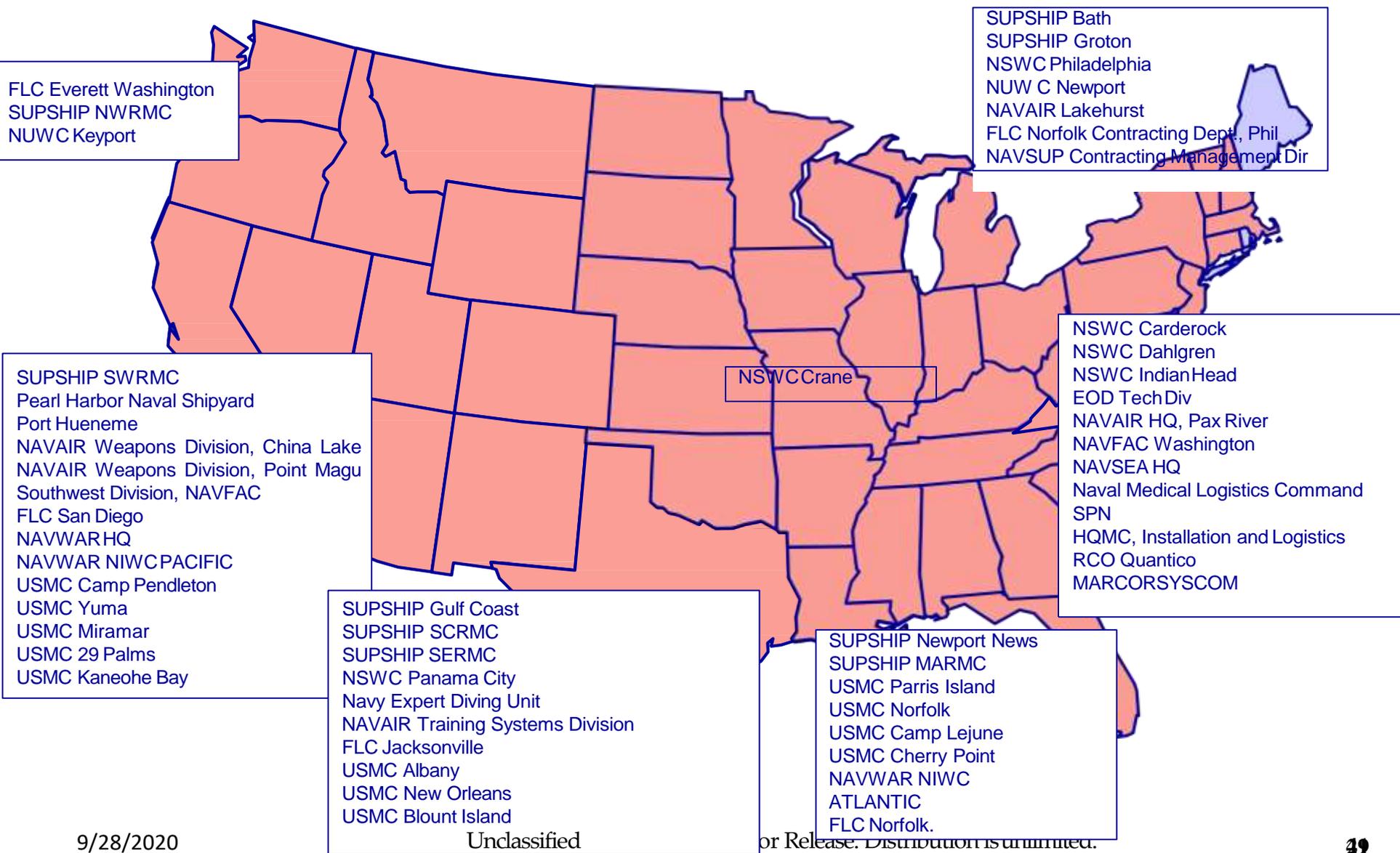
61% of awards have gone to different vendors

Incumbent Won	# of Task Orders
No	146
Yes	111
<b>Total Awards</b>	<b>257</b>

57% of awards have gone to other than the incumbent

Data as of 08-22-2020

# Ordering Activities Nationwide





**Break**  
**1300 – 1315**



**Ms. Anne Bannister**  
**Small Business Program**  
**NAVSEA**

## NAVSEA HQ Small Business Program Office



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NAVSEA Small Business Director  
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Ms. Kimberly Vallone  
NAVSEA Deputy Director  
Washington Navy Yard  
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(202) 781-1687 - Office  
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IN MEMORIAM



Sarkis Tatigian  
1922 - 2020



Mr. Sarkis Tatigian began his government career in 1942, where his first assignment was as a radio inspector at the Philadelphia Naval Shipyard. He left his position as an inspector in March 1943 and entered the uniformed Navy as an active-duty Sailor.

In 1946, he left active duty and returned to civil service, assigned to the Bureau of Ordnance in Washington, D.C., working on the Navy's first generation of guided-missile systems. From there, he moved to the position of small business analyst for the Bureau. While in the position, Tatigian developed a small business mobile exhibit that traveled coast-to-coast, visiting all state capitals and cities with populations exceeding 400,000. For his organizational efforts on the exhibit, Tatigian received Congressional recognition.

Later, in June 1979, Tatigian was appointed NAVSEA's Associate Director of the Small and Disadvantaged Business Utilization Office. He continued to work as an advocate for small business at NAVSEA's Small Business Program Office until his passing.

The Department of the Navy Office of Small Business Programs estimates during Mr. Tatigian's tenure as a Small Business Advocate, that more than \$100 billion in contracts have been awarded to small businesses.

During Mr. Tatigian's 77 years of service, he was vital in expanding the Small Business industrial base for the Navy and creating a foundation of support from industry, which is essential to our economy.

Of notable mention, Mr. Tatigian is the longest serving Civil Servant in Department of Defense. He was an integral member of Department of the Navy's Small Business Family. He will be dearly missed.



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# NAVSEA Mission

Design, build, deliver and maintain ships and systems on time and on cost for the United States Navy.

NAVSEA Vision: Expand the Advantage

FY19 Top 5 Small Business Execution - NAVSEA	
NAICS	FY19 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$1.3B
336611: SHIP BUILDING AND REPAIRING	\$918.2
334511: SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$170.9
336612: BOAT BUILDING	\$109.2
334111: ELECTRONIC COMPUTER MANUFACTURING	\$90

Statement A: Approved for Release. Distribution is unlimited.

## The Small Business Industrial Base

- The government has historically recognized that small businesses represent a vital cornerstone in the national economy, enhancing the industrial base
- Congress and the DOD continue to emphasize increasing the share of dollars awarded to Small Business concerns

*“Our continued mission is to provide our Sailors and Marines with solutions that provide a technical edge over any and all adversaries. An empowered team with close connections to the operational customers can accomplish amazing things. Small Businesses are a critical team member and a key catalyst to accelerate innovation. Therefore, utilizing small business capabilities should be a primary choice.”*

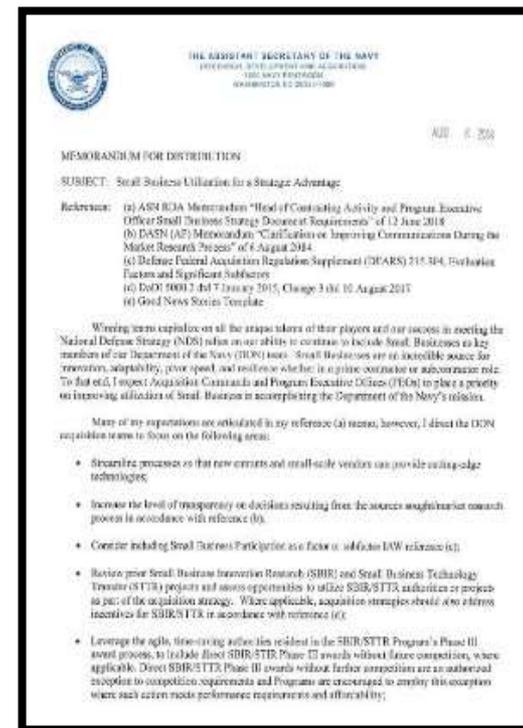
Mr. James F. Geurts, ASN(RDA)

**Small businesses can be perfectly positioned to foster the development of new technological advancements**

# Small Business Utilization

ASN(RDA) Memorandum, August 6, 2018  
Small Business Utilization for a Strategic Advantage

- Small Businesses are an incredible source for innovation, adaptability, pivot speed, and resilience
- Place priority on improving utilization of Small Business
- Leverage Small Business Innovation Research and Small Business Technology Transfer Programs
- Involve Small Business Professionals early on in the acquisition process



## The Role of the Small Business Professional

### Do SBPs award contracts???

- Small business professionals search and evaluate opportunities for small businesses to participate in government contracts.
- These individuals engage in active dialogue with the small business community on a regular basis through industry days, outreach events, and virtual / office visits by small businesses



## Do's & Don'ts for Partnering with NAVSEA



- Always be ready to give an “elevator speech”.
- Be familiar with the agencies mission and vision. How does your company fit?
- Know what the agency or prime contractor procures and market accordingly. Ask engaging questions. Show how you can bring value to the customer.
- Lead with your capabilities and not with your small business status. How can you meet the customer’s need? Core capabilities are much more important than your small business status.
- Be honest about your capabilities.
- Locate and connect with your local Procurement Technical Assistance Center (PTAC) for SB counseling and training services.
- Be registered in the System for Awards Management (SAM). Update your beta.SAM.gov profile each year. Keep small business certifications up-to-date.
- Know your primary North American Industry Classification System (NAICS) code as well as all the NAICS codes that you can support.
- Know your past performance related to your primary industry areas.

## Do's & Don'ts for Partnering with NAVSEA



- Spend time marketing to agencies or firms who do not procure what you can provide.
- Say, “I can do anything you want me to do”.
- Forget to conduct due diligence research on an agency or company before contacting them.
- Forget to identify your NAICS code, capabilities statement, and beta.SAM.gov information when contacting an agency or prime.
- Send emails that lack information on what your company does.
- Expect immediate replies for emails or phone calls. Everyone is busy; be respectful of another’s workload and priorities.
- Assume that your small business status alone will get you a contract.

# What's Your Competitive Advantage?

- **Competitive Advantage is your deal closer**
  - It answers the questions
    - Why should I do business with you?
    - What are you offering that the others don't?
- **How do you get there?**
  - Hyper-focus, narrow niche: the “One Thing”
  - Existing customers – proof of concept
  - Share success stories that you're low risk & innovative
  - Take into account customer's mission and environments
    - What are the costs of switching and re-training
  - Be available & visible – touch base, respond, assist



**“IF YOU DON'T HAVE A COMPETITIVE ADVANTAGE, DON'T COMPETE”**  
JACK WALSH (Past CEO General Electric)

# Next Steps

## Past

- [www.usaspending.gov](http://www.usaspending.gov) – (federal government obligations)
- [www.fpds.gov/beta.Sam.gov](http://www.fpds.gov/beta.Sam.gov) – (contract data standard reports)
- [www.sba.gov](http://www.sba.gov) (Small Business Administration)
- [calc.gsa.gov](http://calc.gsa.gov) – (GSA rates)
- <http://www.naics.com>, <http://www.census.gov/eos/www/naics/> (NAICS Code)
- [http://www.sba.gov/sites/default/files/files/Size\\_Standards\\_Table.pdf](http://www.sba.gov/sites/default/files/files/Size_Standards_Table.pdf) (Table of Small Business Size Standards Matched to North American Industry Classification System Codes)
- <http://smallbusiness.navy.mil/> - DON OSBP (Search What DON Buys)
- <https://www.aptac-us.org> (Procurement Technical Assistance Centers (PTACs))

## Present

- [www.sam.gov](http://www.sam.gov) (System for Award Management)
- [https://web.sba.gov/pro-net/search/dsp\\_dsbs.cfm](https://web.sba.gov/pro-net/search/dsp_dsbs.cfm) (SBA Dynamic Small Business Search)
- [www.acquisition.gov](http://www.acquisition.gov) – (Federal Acquisition Regulation)
- [www.beta.SAM.gov](http://www.beta.SAM.gov) – (Federal Opportunities)
- [www.gsa.library.gsa.gov](http://www.gsa.library.gsa.gov) – (GSA schedules)
- [itdashboard.gov](http://itdashboard.gov) – (Major Federal IT investments)

## Future

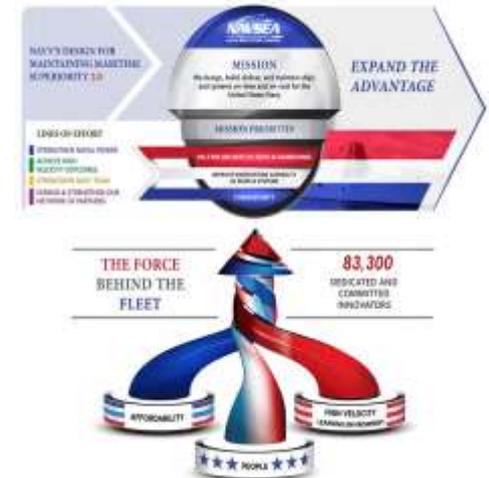
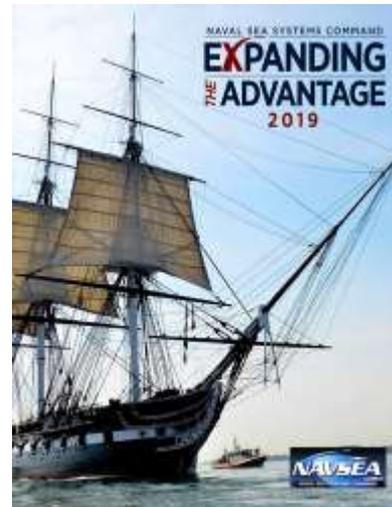
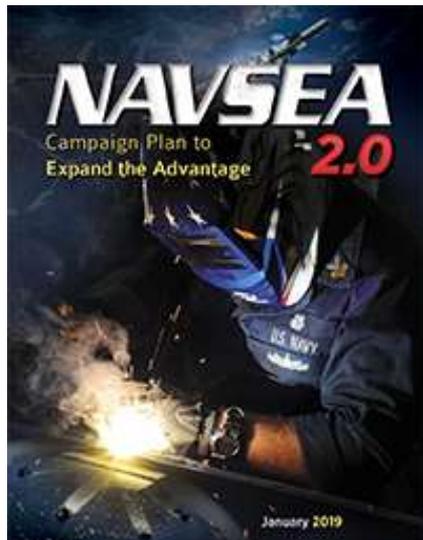
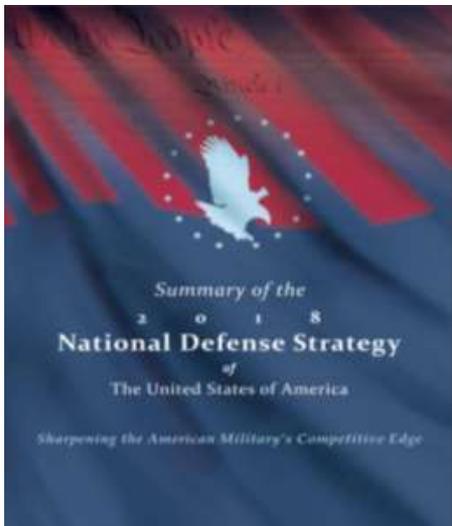
- <https://www.acquisition.gov/?q=procurement-forecasts>
- <http://www.navsea.navy.mil/Business-Partnerships> (NAVSEA LRAF/PEO Small Business Strategies)
- [Agency strategic plans](#)
- Other decision documents, white papers, publications, Congressional reports...

Statement A: Approved for Release. Distribution is unlimited.



# Goals are important but...

Supporting the Warfighter will always be our Number #1 priority. The innovation and agility of Small Business can help us meet our mission and Expand the Advantage!



Statement A: Approved for Release. Distribution is unlimited.



# Small Business Office ? Questions ?



**Mr. Dean Putnam  
SBIR/STTR Program  
Manager, NAVSEA**



# Naval Sea Systems Command

## Small Business Innovation Research (SBIR)

## Small Business Technology Transfer (STTR)

*2020 NAVSEA*  
*Small Business Industry Day*

Dean Putnam  
NAVSEA SBIR/STTR Program Manager  
SEA 05T2R  
[dean.r.putnam@navy.mil](mailto:dean.r.putnam@navy.mil)



Small

Business

Innovation

Research

- Established by Congress in 1982 to incorporate small business technological innovation into Government supported Research and Development programs.
- Small Business Administration manages the SBIR Program through 11 participating agencies.
- Navy has 5 major players - NAVSEA, NAVAIR, NAVWAR, MCSC, ONR
- SBIR \$\$ + Small Business Innovation = Better, faster, cheaper products and processes for the Navy
- Small Business Technology Transfer (STTR) is a sister program that utilizes Federally Funded Research and Development Centers (FFRDCs)



## Phase I:

### Feasibility Study

#### Concept Development / Feasibility Study

- \$140K base contract, six months
- \$100K option for six months
- Options depends on transition interest
- Average of 1 win per 7 proposals and 14 proposals (2 awards) per topic

## Phase II:

### Full Research, R&D to Prototype

#### Technology Development for Prototype

- \$1.7M base contract (\$600K for twelve months, \$600K option for twelve months, \$500K option for twelve months)
- Commercialization Readiness Program depends on potential for transition
- 50% chance of winning Phase II contract
- Can participate in SBIR/STTR Transition Program (STP)

## Phase III:

### Commercialization

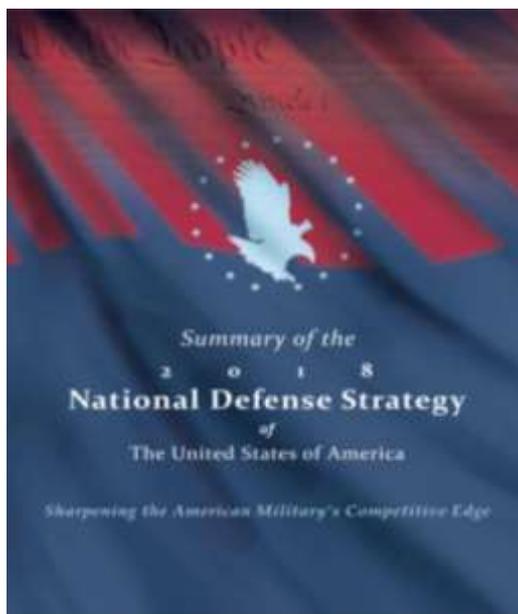
#### Demonstration / Implementation

#### Commercialization

- No Limit (Non-SBIR funds)

**SBIR / STTR Buys Research and Development, Not Parts and Services**

- **Reform the Department for Greater Performance and Affordability**
- **Preparedness for War Sustainment and Readiness**
- **Build a More Lethal Force**
  - Operational Concepts
  - Lethal, Agile, and Resilient Force
  - Modernize Key Capabilities
  - Cultivate Workforce Talent



# Traditional Solicitation Schedule

As the SBIR program implements changes for acceleration and agility, pilot programs provide opportunities that do not follow this traditional schedule

- DoD BAAs are released 3x/year
- The X.1/X.A BAA typically has the most NAVSEA participation and the largest number of topics
- FY20.1 BAA had Standard, ADAPT 2.0, and DP2 topics

FY 21.1/.A	FY 21.2/.B	FY 21.3/.C
Pre-Release 11/24/20	Pre-Release 4/21/21	Pre-Release 8/25/21
Open 1/6/21	Open 5/19/21	Open 9/21/21
Close 2/10/21	Close 6/17/21	Close 10/21/21

\*Dates subject to change\*

\*\*Not all Components participate in each solicitation.

\*\*Multiple solicitations provide opportunities to participate throughout the fiscal year.

# Keys to Writing Winning Proposals

- 1 Each Service and agency is different. Read and follow announcement instructions
- 2 Know your customer. Make sure your approach is relevant
- 3 Take advantage of the pre-release. Contact the TPOC to ask questions
- 4 Emphasize your innovative approach. Articulate how it compares to the state of the art
- 5 Clearly and concisely answer who, what, when, where, how, and importantly, why
- 6 If there are technical barriers...address them!
- 7 Don't underestimate commercialization. State your plan NOW!
- 8 Provide a work plan and schedule with tasks that flow smoothly
- 9 Ensure that the proposed solution is reasonable, realistic, and feasible
- 10 Check spelling and grammar. Proposals can be difficult to read due to poor grammar

**READ AND FOLLOW ANNOUNCEMENT INSTRUCTIONS!!**

- **Accelerated SBIR/STTR Acquisition Program (ASAP)**
  - NAVSEA SBIR/STTR pilot to determine if Phase II timeline can be cut to three years
  - Award a Phase II contract and a CRP with the same funding to be completed in <3 years
  - **NAVSEA** provides overall SBIR/STTR Program Management
- **Navy Technology Accelerator Pilot**
  - Requires rapid proposal evaluation (typically within 10 days)
  - Requires rapid contract award (typically within 14 days)
  - Virtual same day awards for Phase II
  - Features broad Navy topics
  - Topics originate from NAVSEA, NAVAIR, NAVWAR and ONR
  - Address National Defense priorities
  - **SYSCOMs** provide input and collaborate in order to develop topics
- **Accelerated Delivery and Acquisition of Prototype Technologies (ADAPT)**
  - Quickly address high priority challenges in high impact areas for the naval community
  - Increased participation of non-traditional businesses to leverage existing commercial technologies to accelerate the time to deliver prototypes
  - **ONR** provides overall ADAPT Program Management

- **Refers to “reaching back” to an older topic that has not yet accrued up to \$1.7M in SBIR funding in Phase II**
  - If this has accrued \$1.7M in SBIR funding, the request must be submitted as a CRP project
  - Topic must be seeking innovation and R&D; cannot be used as a means of procurement
  - Reachback requires a strategy to transition technology to the warfighter
- **SBIR/STTR Policy directive states there is no time limit between SBIR contract awards**
- **After 2013, Phase II awards were limited to two per topic per company**
- **As long as work is within the scope of topic, we can award a Phase II**
  - Example:
    - Company won a Phase I in 2015 for \$150k
    - Phase 1 completed but no funding was available for Phase II in 2016
    - In 2018 a need arose where the work done in Phase I was applicable
    - A Phase II was requested; for \$1.7M
    - In parallel, paperwork for a Phase III contract was started for \$25M

- **CRP (also known as Phase II.5), requires that the program office have one to one matching Non-SBIR funds available after the project has reached the \$1.7M SBIR funding threshold**
  - CRP requires a strategy to transition technology to the warfighter
  - Topic must be seeking innovation and R&D; cannot be used as a means of procurement
- **The purpose of a CRP project is to:**
  - Provide additional funding for SBIR/STTR technologies, products, and services that have potential for rapid transition to Phase III and into the acquisition process
  - Accelerate the transition of technologies, products, and services developed under the SBIR/STTR Programs
- **With the matching funds requirement, a company can receive up to a possible \$3.4M (\$1.7M SBIR and \$1.7M Non-SBIR) to assist projects with strong transition paths**
- **Matching funds must be placed on the associated Phase II contract**

- **SBIR/STTR Data Rights are Unique**
  - Applies to all SBIR/STTR awards that fall within the statutory definition of Phase I, II, or III, as described in § 4 of the SBA Policy Directive.
  - Restricts the Federal Government's use and release of properly marked SBIR/STTR Data only during the SBIR/STTR Protection Period; after the protection period, the Federal Government has a royalty-free license to use for Government Purposes.
  - The Government must protect those right for 20 years at the beginning of award of Funding Agreement
  - SBIR data right are defined in FAR and DFAR 252.227-7018
  - An SBC retains title and ownership of all SBIR/STTR Data it develops in the performance of an SBIR/STTR award and retains all rights not granted to the Government. These rights of the SBC do not expire.
  - Data that is delivered must be marked with the appropriate SBIR/STTR Data Rights legend or notice, in accordance with agency procedures.
- **The law says the Government to the greatest extent practicable should award follow on work to the SBIR firm**
  - This statute justifies sole source follow-on contracts
  - The requirement for competition has been satisfied in Phases I and II
  - The Federal Government may terminate the Funding Agreement under certain conditions.
- **Future company value is based on the Intellectual Property and Data rights – so protect them!**
  - There is no limit on the value or number of Phase III contracts.
  - Phase III funds come from a Program Office (NOT SBIR “seed” funding)

**Data Rights Belong to the Small Business!**

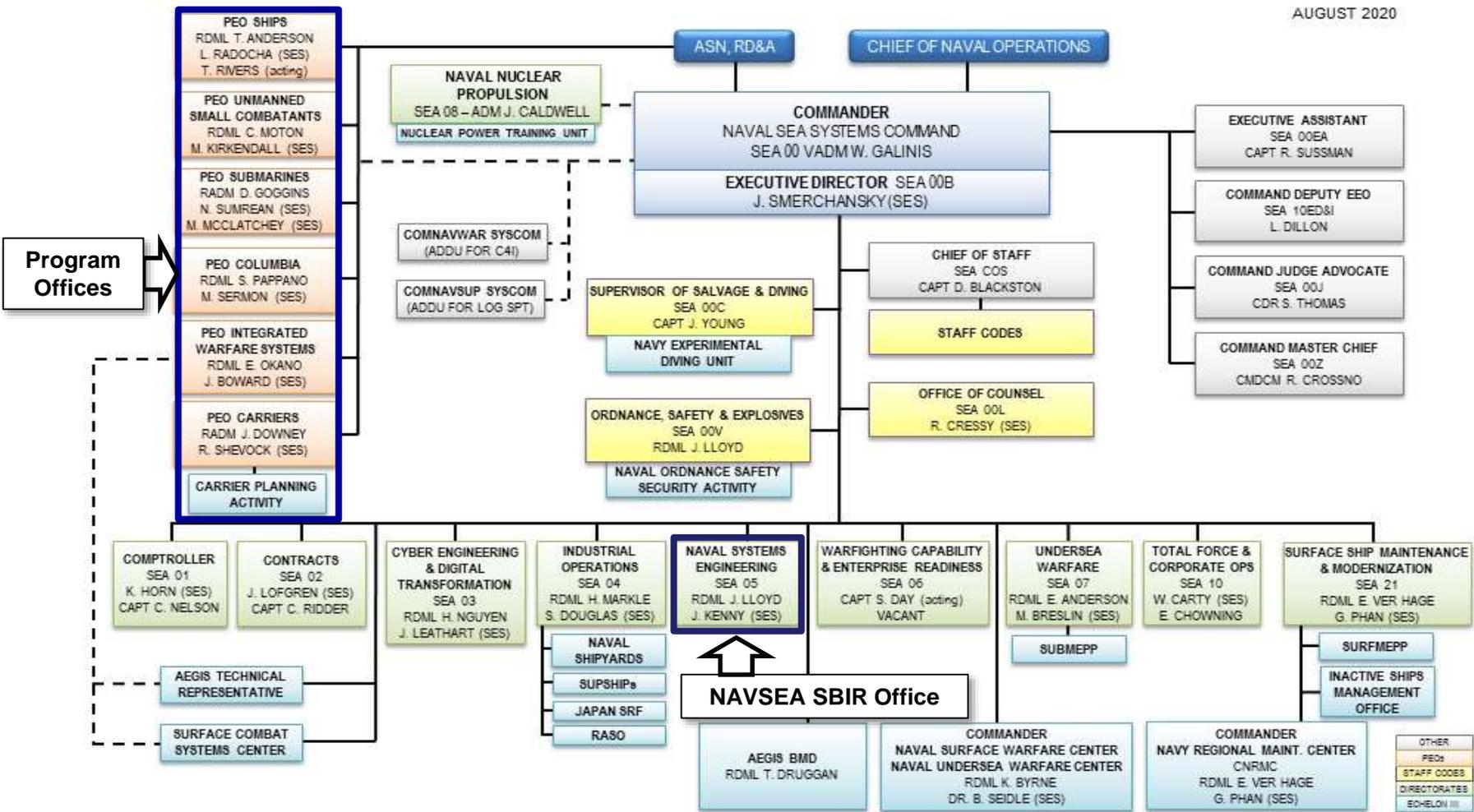
## Phase III Requirements:

- **The Government must award Phase III contracts to SBIR/STTR firms that developed the technology to the greatest extent practicable**
- **SBIR/STTR companies cannot be compelled to relinquish, negotiate, or make data rights a condition for Phase III awards**
- **The Government must notify the SBA if it intends to pursue R/R&D, production, services, or any combination thereof of a technology developed under an SBIR/STTR award, with an entity other than that SBIR/STTR awardee**
  - The SBA can compel Government (DoD) to terminate a contract if that contract should have gone to the SBIR/STTR company
- **For Phase III SBIR/STTR awards, it is sufficient to state for purposes of a Justification and Approval, if one is deemed required by the agency, that the project is an SBIR/STTR Phase III award that is derived from, extends, or completes efforts made under prior SBIR/STTR Funding Agreements and is authorized pursuant to 15 U.S.C. 638(r)(4). Further justification is not needed**

# NAVSEA Organization Chart

## Command Leadership

AUGUST 2020



**NAVSEA**

**NAVSEA  
Board of Directors**

**NAVSEA SBIR/STTR Program  
Office  
PM Dean Putnam**

**NAVSEA SBIR/STTR  
Working Group**

**HQ/DIR & PEO SBIR/STTR TMs**

**PEO CV  
TM  
Richard Park**

**PEO IWS  
TM  
Douglas Marker**

**PEO USC  
TM  
Jenn Greenwood**

**PEO SHIPS  
TM  
Robert Mitchell**

**PEO SUBS  
TM  
Roberto Sanchez**

**HQ/DIR  
TM  
Ryan Blondino**

Focuses on the design, construction and delivery, and life-cycle support of all aircraft carriers and the integration of systems into aircraft carriers.

Manages surface ship and submarine combat technologies and systems, and coordinates Navy Open Architecture across ship platforms.

Responsible for acquiring and maintaining the littoral mission capabilities of unmanned and small combatants, such as the LCS class ship.

Manages acquisition and complete life-cycle support for all U.S. Navy non-nuclear surface ships.

Focuses on technologies for submarines and submarine systems.

Focuses on the design, construction, delivery, and engineering requirements for SEA05, Naval Special Warfare, Explosive Ordnance Disposal, and Divers.





# SBIR/STTR ? Questions ?



**Mr. Matt Evans  
Director, Shipbuilding  
Industrial Base Task  
Force, NAVSEA**



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## Small Business Industry Day

*Presented by: Matt Evans*

*October 2020*

*Director, Shipbuilding Industrial Base Task Force (SIB-TF)*

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# SIB-TF Genesis → Presidential Executive Order 13806

- Directed a DOD led inter-agency task force to assess and Strengthen the Manufacturing and Defense Industrial Base and Supply Chain Resiliency of the United States
  - Recommend legislative, regulatory and policy changes and other actions that:
    - Mitigate risks of contingencies that may disrupt the supply chain
    - Ameliorate any aspect of the supply chain assessed as deficient
    - Strengthen manufacturing capacity and increase resiliency

Macro Forces
Sequestration
Decline in US Manufacturing and Capacity
US Government Business Practices
Industrial policies of competitor nations
Diminishing US STEM and trade skills



Risk Archetypes
Sole source
Single source
Fragile supplier
Fragile market
Capacity constrained market supply
Foreign dependency
Diminishing manufacturing
Gap in US based human capital
Erosion of US based infrastructure
Product Security

**Seeking Small Business Viewpoints**



# SIB-TF Objectives

- **Serve as a unifying mechanism for comprehensive, holistic, and actionable Industrial Base efforts that align U.S. Navy ship and submarine construction, maintenance, and modernization requirements with resources, capability, and capacity.**
- **Develop clearer communication between suppliers and NAVSEA**
  - **Establish forums to exchange information**
  - **Break down misunderstandings driving behavior**
- **Take a proactive approach to:**
  - **Develop understanding of vendors and roles in shipbuilding markets**
  - **Identify cross-cutting industrial base challenges and opportunities**
  - **Translate existing supply chain assessments and data into courses of action**
  - **Generate trade workforce strategies through pilots, coordinating with federal, state, and regional stakeholders**
- **Utilize various funding mechanisms to implement changes**
  - **DPA Title III – Involved in > \$250M Shipbuilding projects through CARES Act; developing prospective projects to support any addition Congressional action**
  - **IBAS Cornerstone – FY20 ~\$80M Congressional Plus-Ups for workforce initiatives across US**
  - **Shipbuilding Supplier Development – FY18-20 ~\$750M across PEOs**



# Explore with Small Business Community

## – “What are the challenges/opportunities with ....”

- Maintaining a role within industry? Expanding to additional roles/market space?
- Relationships with NAVSEA/Primes/PMOs/NAVSUP/DLA
  - Serving as a supplier under a NAVSEA contract and prime under DLA contracts?
- Understanding and managing Navy Cyber requirements?
- Clause/T&Cs flow down levied on primes and driving costs to small businesses
- Mitigating COVID-19 impacts to:
  - Existing contracts? Future bids?
  - Commercial business sector?

## – “How can we help with ....”

- Improving relationships with industry and NAVSEA stakeholders?
- Roles with your existing market spaces or expanding into new ones?
- Anything you want to discuss?

**Essential to understand Small Business Perspectives  
within NAVSEA Enterprise**



# Next Steps – Small Business Feedback

## –Looking for strategic opportunities to shore up and innovate Navy's industrial base with small business

- What does my team need to know about your company and your perspectives?
- Seeking themes to hold virtual round tables (~20 participants)
- Provide information on your company to assist with understanding role(s) in market spaces (excel embedded)

## –Our contact information

- Matt Evans, [matthew.d.evans@navy.mil](mailto:matthew.d.evans@navy.mil)
- Whitney Jones, [whitney.b.jones1.ctr@navy.mil](mailto:whitney.b.jones1.ctr@navy.mil)
- Thais Canedo, [thais.canedo@navy.mil](mailto:thais.canedo@navy.mil)
- Mahwish Husain, [Mahwish.Husain@VTGDefense.com](mailto:Mahwish.Husain@VTGDefense.com)





# Shipbuilding Industrial Base Task Force ? Questions ?



# Closing Remarks Day One



**Thank You For Attending Day 1  
Small Business Industry Day**





**Ms. Anne Bannister**  
**Director, Small Business**  
**Office – Admin Remarks**  
**1100 - 1105**



**Mr. Evan Littig**  
**Mr. Horace Butler**  
**Team Ships**  
**1105 - 1130**

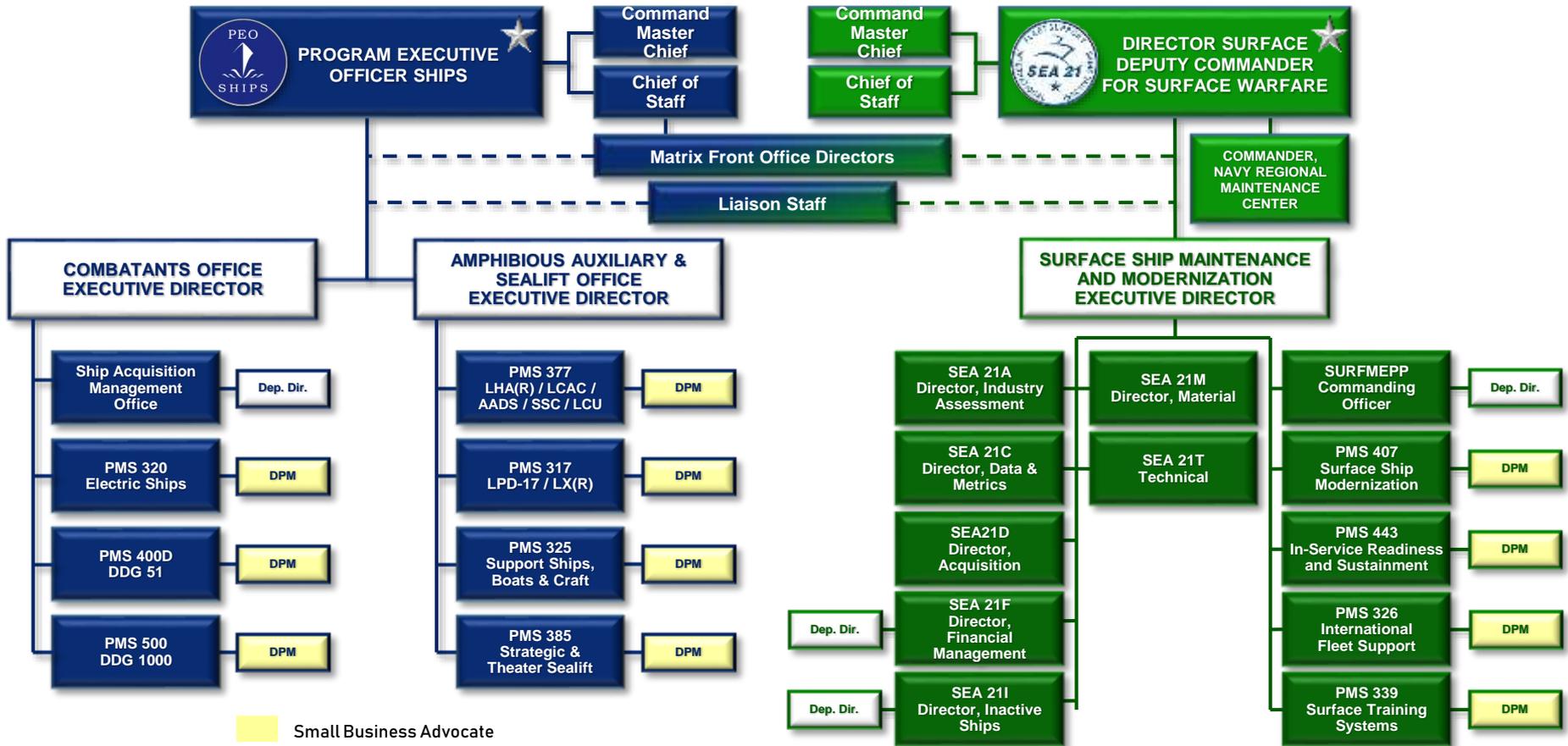


# **Team Ships Small Business Industry Day**

**October 7, 2020**



# Team Ships Organization



Statement A: Approved for Release. Distribution is unlimited.





# SEA 21 Mission Overview

***SEA 21 integrates maintenance strategies, modernization plans, training needs, and technical, logistics, and programmatic efforts to best manage the lifecycle of U.S. and partner Navy surface ships and systems from fleet introduction through transfer or disposal.***



## **Surface Ship Modernization Program Office (PMS 407)**

Leads and integrates policy, planning and execution of surface ship modernization through oversight of advanced planning of availabilities, integration of new technologies, and planning yard functions.

## **Surface Ship Readiness and Sustainment Program Office (PMS 443)**

Provides lifecycle management, enabling surface ships to maintain operational readiness and sustain warfighting capability throughout their service life through development of programmatic, logistical, technical and engineering services and products.

## **Surface Training Systems Program Office (PMS 339)**

Leads and integrates planning, policy, acquisition, lifecycle management, research and development and technical insertion of existing and future surface training systems.

## **Inactive Ships Directorate (SEA 21I)**

Manages the inactivation, storage, and disposal of conventionally powered U.S. Navy ships and craft that have reached the end of their service life.

## **International Fleet Support (PMS 326)**

Provides support and follow-on technical assistance to foreign navies and coast guards, including management of the ship transfer process, ensuring effective and efficient execution of surface ship foreign military sales.

## **Surface Ship Maintenance Engineering Planning Program (SURFMEPP)**

Provides centralized lifecycle maintenance engineering, class maintenance and modernization planning, and manages maintenance strategies, ensuring all surface ships have an articulated, technically rigorous and engineered maintenance oversight process to achieve expected service life.



# CNRMC Mission Overview

**CNRMC ensures material readiness and warfighting capability of the U.S. Navy Surface Fleet through coordination and execution oversight of depot- and intermediate-level maintenance and modernization.**



## **Contract Management and Oversight (CMO)**

RMCs are the Naval Supervisory Authority (NSA) for depot level maintenance accomplished by private shipyards. RMC efforts include advanced planning, work item development, contracting, project management, work oversight and work certification.

## **Fleet Technical Assistance (FTA)**

RMCs provides FTAs upon request when ships are unable to resolve equipment or software deficiencies. FTA provides over the shoulder technical assistance and guidance to ship's force personnel to identify and resolve issues and to provide training in an effort to increase the self-sufficiency of ship's force technicians.

## **Total Ship Readiness Assessments (TSRA)**

RMCs execute the TSRA program as part of the broader material assessment program to manage all mandatory periodic life cycle assessments and inspections, embracing the motto, "Find, Fix, Train".

## **Intermediate Level Maintenance (I-Level)**

I-Level maintenance consists of work package planning, parts procurement, execution and work package closeout. Maintenance Assist Teams assist ship's force in accomplishing PMS and assessing material readiness. Sailors achieve qualifications that range from basic 3M and Quality Assurance Craftsman through more extensive Journeyman qualifications. The Navy Afloat Maintenance Training Strategy program is designed to train Sailors on advanced skills and obtain Navy Enlistment Codes that will enable them to return to the fleet as a subject matter expert.



# Small Business Investment Areas

## ➤ **Small Business Innovation Research (SBIR) Program**

- ❖ SBIR opportunities are identified by representatives within each program office
- ❖ The Office of Naval Research provides funding for projects that are then managed by the Team Ships Science and Technology Directorate

## ➤ **Small Business Technology Transfer (STTR) Program**

- ❖ Requirement for small business to collaborate with a research institution in Phase I and Phase II

## ➤ **Shipbuilding Construction Contracts**

- ❖ All contracts contain small business goals for their subcontractors
- ❖ Aggressive outreach for opportunities for smaller craft
- ❖ In future acquisition programs, PEO Ships is considering the use of financial capital expenditure (CAPEX) incentives to encourage investment in the facilities operated by small vendors/suppliers

## ➤ **Ship Modernization Contracts**

- ❖ Contracts contain small business goals for their subcontractors

## ➤ **Ship Training Systems Contracts**

- ❖ Each primary contract has a small business requirement to demonstrate how the prime contractor will utilize small business as part of their team in developing trainers

## ➤ **Professional Service Support Contracts**

- ❖ Program office emphasis on SBSA contracts for professional support services
- ❖ FY21 planning: PEO Ships - 37% to small business primes; SEA 21 – 19% to small business primes

## ➤ **Rapid Innovation Fund (RIF) Program**

- ❖ Accelerates the fielding of small business innovative technologies into military systems

## ➤ **Requests for Information (RFIs)**



# Upcoming Opportunities / Outreach Events

- **Team Ships planned contract awards [Long Range Acquisition Forecast]**
  - ❖ Shipbuilding awards
  - ❖ Modernization awards
  - ❖ Training systems awards
  - ❖ Professional Service Support Contracts
- **International WorkBoat Show (IWBS) [Sep 2020]:** A trade-only conference and expo for commercial vessel owners, operators and builders as well as the vendors and suppliers that serve them
- **Yard, Repair, Berthing and Messing (YRBM) Berthing Barge Industry Day [13 Oct 2020]:** Virtual event to learn more about the structure and requirements of the YRBM Berthing Barge Program and get insight into upcoming opportunities for prospective shipbuilders.
- **Technology, Systems and Ships (TSS) [Nov 2020]:** Formerly ASNE Day - Focuses on the latest efforts of the Navy, Coast Guard, Marine Corps, and Army to design and procure the next generation of weapons, systems, and ships
- **SBIR Broad Agency Announcement [Dec 2020]:** Announcement of research projects for small business participation
- **Surface Navy Association [Jan 2021]:** Annual National Symposium, bringing together US Navy Fleet Forces experience and guidance with industry to provide for a superior US Naval Force of the future
- **NSRP All-Panel Meeting [Mar 2021]:** A gathering of all nine NSRP Panels and their participants for a three day event in Charleston, SC. The first two days of the meeting are general sessions and presentations, while the third day is individual panel meetings.
- **Shipbuilding Technology (ShipTech) Forum [Mar 2021]:** Sponsored by the Office of Naval Research's (ONR's) Manufacturing Technology (ManTech) Program, the event provides a forum to exchange information on the developments generated by Navy ManTech through its Centers of Excellence, as well as the related initiatives conducted by the National Shipbuilding Research Program, industry, and academia.
- **Navy League Sea, Air & Space Expo [April 2021]:** An invaluable extension of the Navy League's mission of maritime policy education and sea service support providing the most current information and technology relevant to maritime policy
- **Mega Rust [May 2021]:** Provides an impartial forum for dialogue between government and commercial organizations, and providers of coatings and corrosion control products, processes, technologies and solutions
- **Multi-Agency Craft Conference (MACC) [Summer 2021]:** Open forum for the exchange of operational and technical information on small boats and craft between Government agencies and the maritime community
- **Naval Future Force Science and Technology (S&T) Expo [Jul 2021]:** ONR's biennial expo to showcase some of the Navy's and Marine Corp's latest technologies and bring together the brightest minds from around the world to share information; discuss research opportunities; and build partnerships between the Navy, Marine Corps, industry and academia
- **Fleet Maintenance & Modernization Symposium (FMSS) [Sep 2021]:** Opportunity to interact with senior military and civil service decision makers, ship and craft operators and maintainers, repair and maintenance personnel, designers, builders, planners, engineers, program managers, life cycle engineers, equipment suppliers and other technical experts



# Team Ships ? Questions ? 1130 - 1140



**Mr. Steven Holsworth**  
**PEO Integrated Warfare**  
**Systems (IWS)**  
**1140 - 1205**

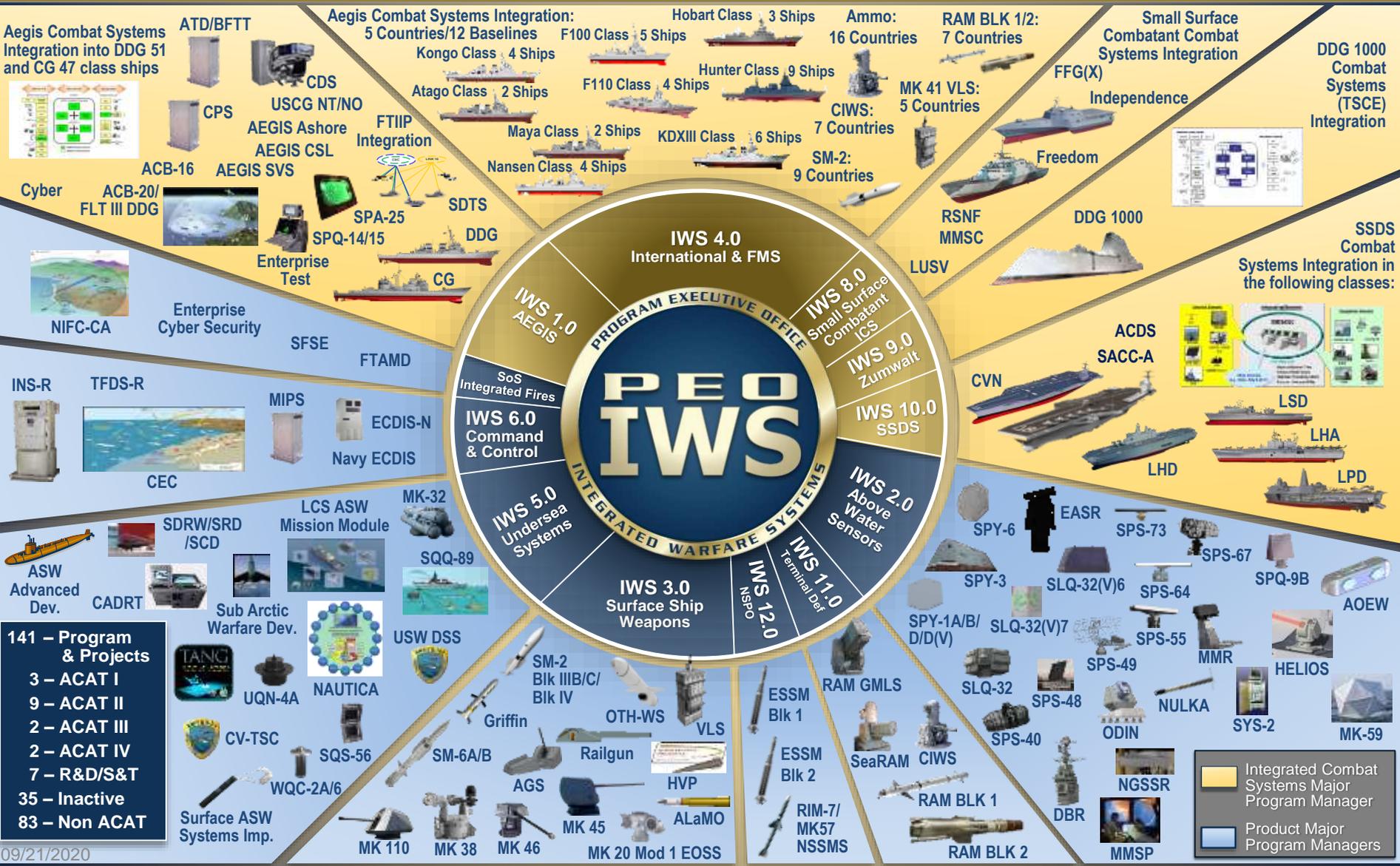


*“Sea Power to the Hands of Our Sailors”*

PEO Integrated Warfare Systems (PEO IWS)  
NAVSEA Small Business Industry Day  
October 7, 2020



# PEO IWS Programs and Projects



- 141 – Program & Projects
- 3 – ACAT I
- 9 – ACAT II
- 2 – ACAT III
- 2 – ACAT IV
- 7 – R&D/S&T
- 35 – Inactive
- 83 – Non ACAT

Integrated Combat Systems Major Program Manager  
 Product Major Program Managers

09/21/2020

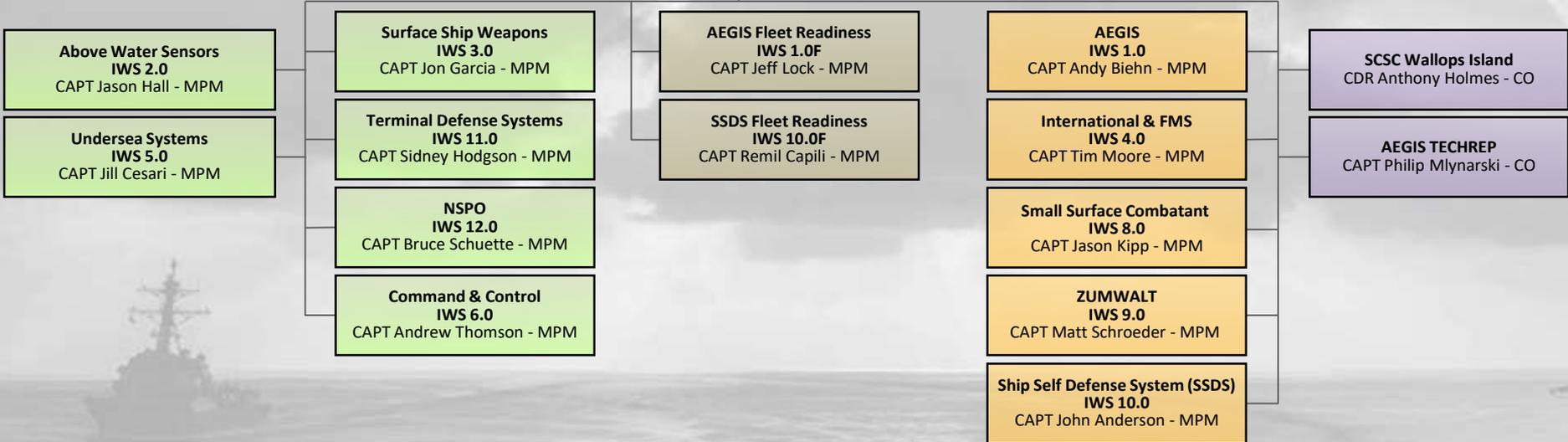
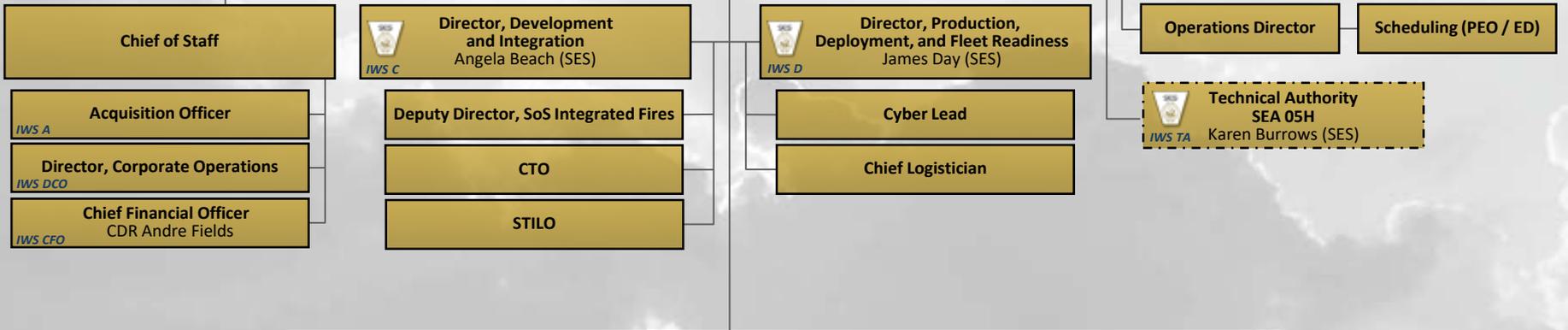


**PROGRAM EXECUTIVE OFFICER**  
RDML Seiko Okano

**EXECUTIVE DIRECTOR**  
Jill Boward (SES)

*Jill Boward*  
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Ms. Jill Boward

*ESM*  
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Date:2020.09.10 16:04:42 -04'00'  
RDML Seiko Okano



<b>Element Major Program Managers</b>	<b>Fleet Readiness Major Program Managers</b>	<b>Combat Systems Major Program Managers</b>	<b>Major Engineering Development and Test Commands</b>
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**“Sea Power to the Hands of our Sailors”**



# PEO IWS Small Business Entry Points

- PEO IWS Small Business Advocates - Deputy Major Program Managers (DMPMs)
  - PEO IWS 1 AEGIS DMPM: (202) 781-4221
  - PEO IWS 2: Above Water Sensors DMPM: (202) 781-3914
  - PEO IWS 3: Surface Ship Weapons DMPM: (703) 872-3581
  - PEO IWS 4: Int'l and Foreign Military Sales DMPM: (202) 781-5060
  - PEO IWS 5: Undersea System DMPM: (202) 781-0610
  - PEO IWS 6: Command and Control DMPM: (202) 781-5218
  - PEO IWS 8: Small Surface Combatant Integrated Combat Systems DMPM: (202) 781-2529
  - PEO IWS 9: Zumwalt Integrated Combat Systems DMPM: (202) 781-3329
  - PEO IWS 10: Ship Self Defense System DMPM: (202) 781-3080
  - PEO IWS 11: Terminal Defense System DMPM: (703) 872-1067
  - PEO IWS 12: NATO SeaSparrow Program Office DMPM: (703) 607-6989



# PEO IWS Small Business Entry Points

- Small Business Innovative Research (SBIR)
  - PEO IWS Technology Manager: (540) 653-3117
  - PEO IWS Chief Technology Officer: (202) 781-2762
- Long Range Acquisition Forecast (LRAF)
  - RFPs Planned for FY21 and beyond
  - LRAF web location:

[https://www.navsea.navy.mil/Portals/103/Documents/  
Small\\_Business\\_Forum/NAVSEA\\_HQ\\_LRAF-  
06182020\\_updated.pdf](https://www.navsea.navy.mil/Portals/103/Documents/Small_Business_Forum/NAVSEA_HQ_LRAF-06182020_updated.pdf)



# PEO IWS Contracts Overview

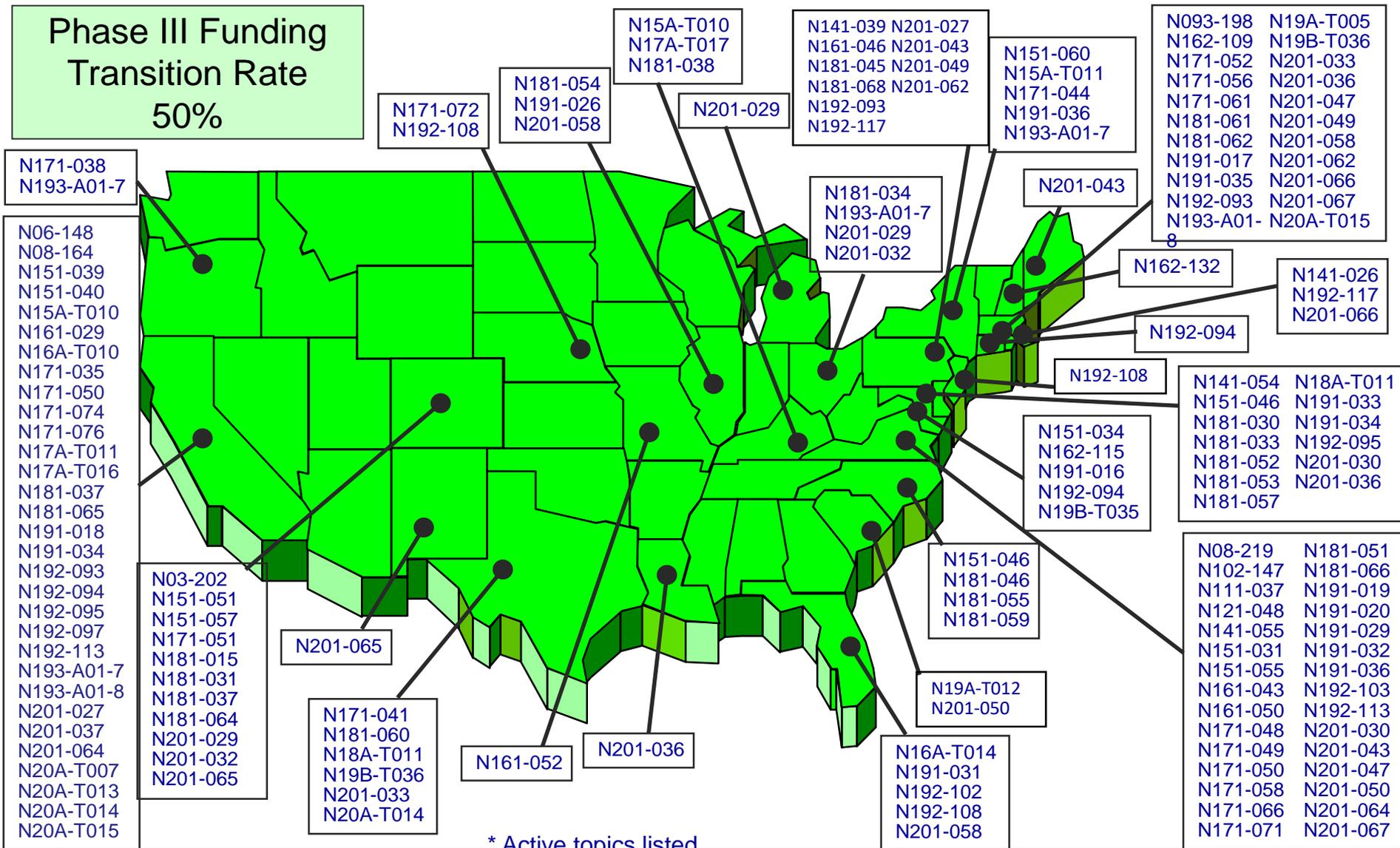
## Examples of Current Small Business Contracts

PEO IWS Directorate	Description	Small Business Vendor
IWS 1.0	Shipboard Automated Test and Retest	Innovative Defense Technologies
IWS 1.0	Data Management	Venesco
IWS 1.0	CPS Production	Management Services Group
IWS 1.0	R&D Engineering	SimVentions, Inc.
IWS 1.0	TechRep Support	T Solutions
IWS 1.0	Training Systems (BEWTT,SEWT, CIAT)	EWA GSI
IWS 1.0	Training Systems (BFTT Production)	Global Technical Systems
IWS 2.0	Engineering Support Services (ESS)	Decision Technologies
IWS 3.0	Engineering Support Services (ESS)	Technology Service Corp.
IWS 4.0	Engineering Support Services (ESS)	Tech Marine Business
IWS 4.0	Engineering Support Services (ESS)	International Systems Management (Australia Support)
IWS 4.0	Security Services	Forge Group
IWS 5.0	Broad Agency Announcements	Multiple
IWS 5.0	Multi Sensor Data Fusion Capabilities (BAA)	Systems Technology and Research LLC
IWS 5.0	Other Transaction Authority (OTA)	InDepth Engineering Corp.
IWS 6.0	ECDIS-N Software Development	The Consulting Network
IWS 10.0	SSDS Systems Engineering, Integration & Test	Gryphon
IWS 12.0	Professional Support Services	Herren and Associates
IWS FO	Admin/PAO/IT Support	Strategic Insight
IWS FO	Financial Management	Tech Marine Business
IWS CTO	SBIR/STTR/RIF	Multiple



# PEO IWS SBIR TOPICS\* (FY00.1 – FY20.1/A Solicitations)

Phase III Funding  
Transition Rate  
50%

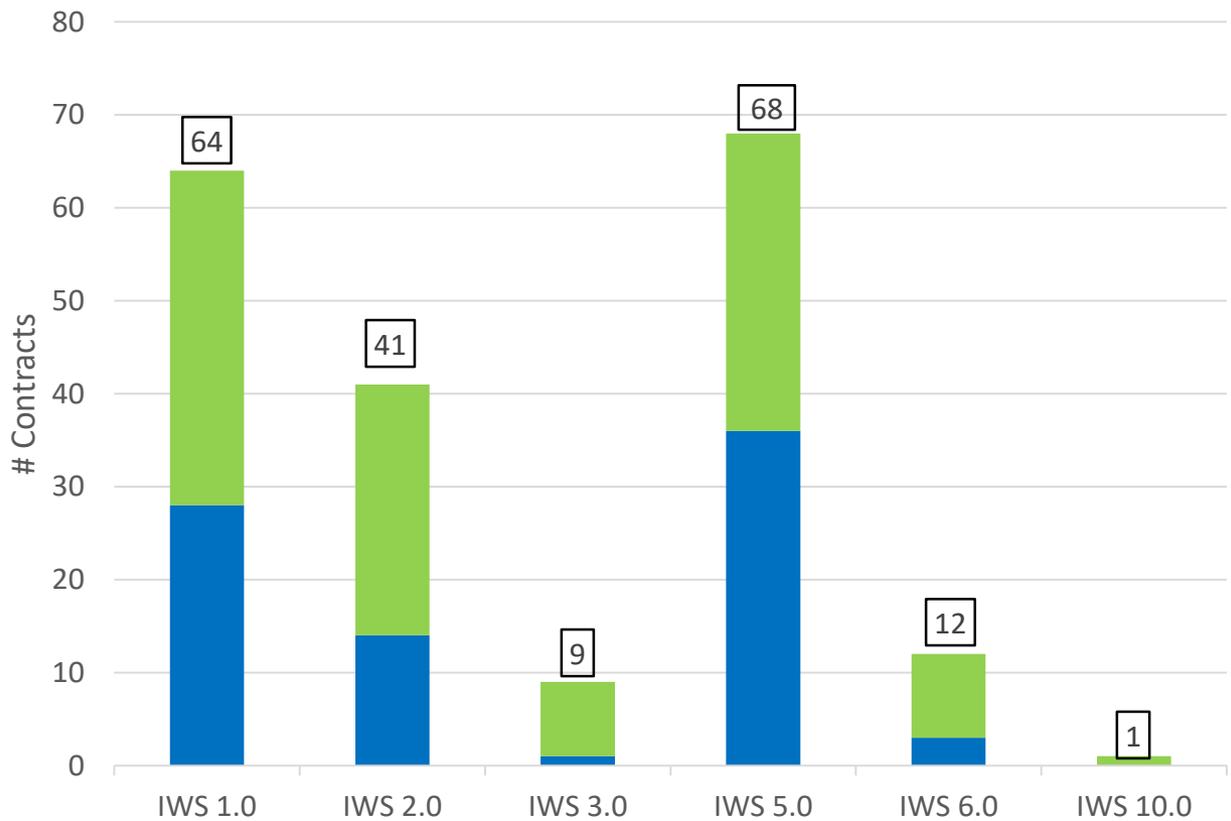


\* Active topics listed



# Current IWS Active Phase I, II SBIR/STTR Contracts

**Phase II to Phase III Transition Rate 50%**



**Blue = Ph I**  
**Green = Ph II**

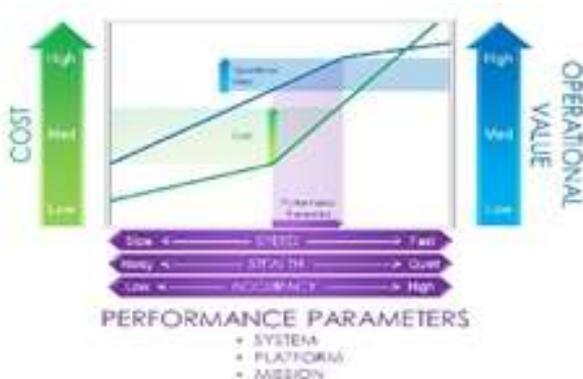
**195 Contracts \$43.25M (FY20 funds)/\$196.4M (Total Contract Value)**



# FY21 Topics Based on National Defense Strategy (NDS) and NAVSEA Campaign Plan

## NAVSEA Focus Areas

- **Deliver Combat Power: On-Time Delivery of Ships, Submarines, and Systems**
- **Transform Digital Capability**
- **Build a Team to Compete and Win**





# *PEO IWS Top Level Focus Areas*

- **Kill Chains**
- **Distributed Maritime Operations**
- **Sensor Fusion**
- **Digital Transformation**
- **Cybersecurity**
- **Infrastructure as a Service (IaaS)**



# *PEO IWS Directorate Focus Areas*

- **IWS 1.0: Aegis**
  - Common Operational Picture, Enhanced Kill Capability, Cybersecurity, Operational Readiness, Automated Test
- **IWS 2.0: Above Water Sensors**
  - RF Power and Bandwidth, Phased Array and IF, Sensor Netting, Waveforms and Signal Processing, EO/IR Weapons and Sensors
- **IWS 3.0: Weapons**
  - Munitions: Motors, Propellants, Guidance and Control
  - Guns: Loading and Handling Systems, Cybersecurity
  - Launchers: Loading and Handling Systems, Canisters, Cybersecurity
- **IWS 4.0 International Programs and Foreign Military Sales**
  - System Security/Anti-Tampering, Cybersecurity, Information Exchange Agreement/Data Exchange Agreement (IEA/DEA)



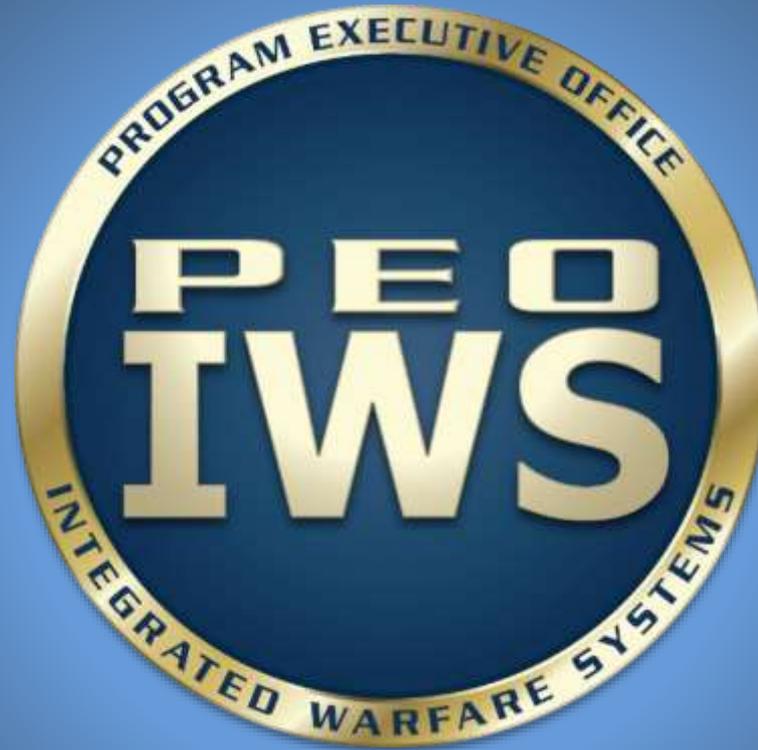
# *PEO IWS Directorate Focus Areas*

- **IWS 5.0: Undersea Systems**
  - Communications, Signal Processing, Sensors, Affordable Production
- **IWS 6.0: Command and Control**
  - PNT: Sensors, Modeling and Simulation, Cybersecurity
  - CEC: Communications, Networks, Sensor Netting, Enhanced Kill Chain
- **IWS 8.0: Small Surface Combatant Integrated Combat Systems**
  - Detect/Track, Radar Signal Analysis, Engage, Cybersecurity
- **IWS 10.0: Ship Self Defense System**
  - Detect/Track, Identify, Engage, Cybersecurity
- **IWS 11.0: Terminal Defense System**
  - Detect/Track, Radar Signal Analysis, Engage, Cybersecurity
- **IWS 12.0: NATO SeaSparrow Program Office**
  - Detect/Track, Engage, Cybersecurity, Cost, Weight



# *PEO IWS Opportunities*

- **Small Business Innovative Research/Small Business Technology Transfer (SBIR/STTR)**
  - Transition rate from Phase II to Phase III is currently 50%
- **Broad Agency Announcements (BAAs)**
  - Primarily Undersea Warfare (IWS 5.0)
  - BetaSAM (formerly FedBizOpps), submit white papers to be considered for an evaluation
- **Professional and Engineering Support Services**
  - Prime and Subcontract Opportunities via SeaPort
- **Other Transactional Authority (OTA)**
  - Some use in PEO IWS for all business sizes including small
  - Open to greater use for appropriate opportunities



*“Sea Power to the Hands of Our Sailors”*



**PEO IWS**  
**? Questions ?**  
**1205 - 1215**



**RADM James Downey**  
**PEO Carriers**  
**1215 - 1240**



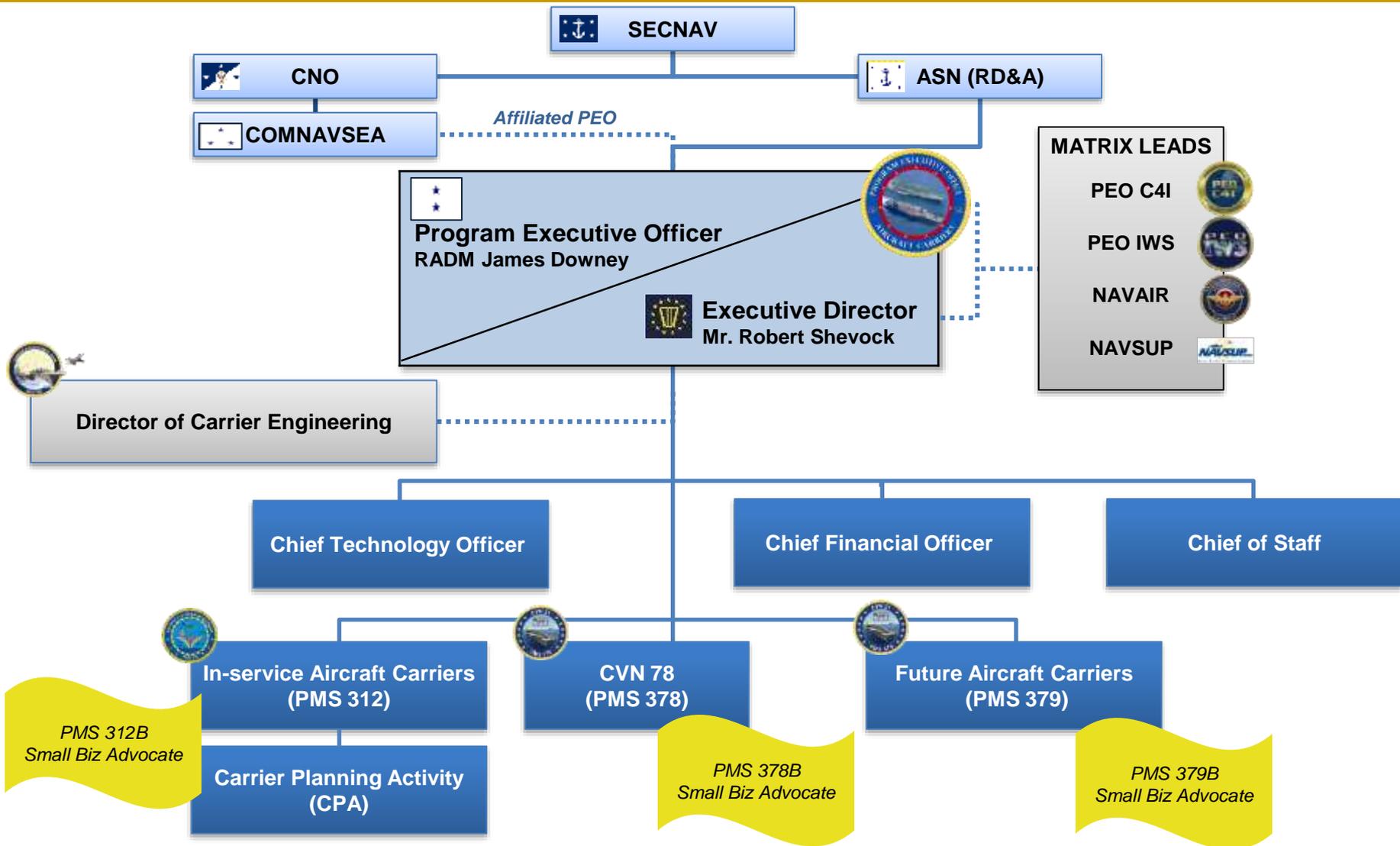
# PEO Aircraft Carriers Overview

## *NAVSEA Small Business Industry Day*

Rear Admiral James P. Downey  
Program Executive Officer, Aircraft Carriers  
October 2020



# Organization





# Portfolio

Mission: Deliver Aircraft Carriers on time, ready for tasking, at an affordable cost

## In-service Carriers Program Office



In-service TOA (PB 21)  
**\$9.4B** across the FYDP



## CVN 78 Program Office



New Construction TOA (PB 21)  
**\$12.6B** across the FYDP

## Future Aircraft Carriers Program Office



PEO Aircraft Carriers TOA (PB 21)  
**\$22.0B** across the FYDP



# Strategic Importance of Aircraft Carriers

The most important security development in the Indo-Pacific has been the rapid modernization of the PLA...

...Deterrence is necessary to prevent conflict, but deterrence alone cannot ensure a Free and Open Indo-Pacific. Our adversaries are pursuing their objectives in the space between peace and war, using fear and coercive actions across the instruments of national power to revise the rules-based international order and without resorting to armed conflict. Alongside like-minded allies and partners, USINDOPACOM must compete in the “gray zone” between peace and war.

--ADM Davidson, INDOPACOM, 12 Feb 2019



## Peacetime

Presence  
Humanitarian Assistance

## Crisis

Deterrence

## Conflict

Power Projection

***Large deck aircraft carriers provide capability and flexibility across the entire range of military options.***



# Looking Ahead

## ■ In Execution

- Continue CVN 73 RCOH at NNS
- Continue CVN 75 ECIA and CVN 77 DPIA at NNSY
- Continue CVN 78 PDT&T
- Continue construction of CVN 79, 80, 81 at NNS
- Continue CVN 72 PIA at North Island

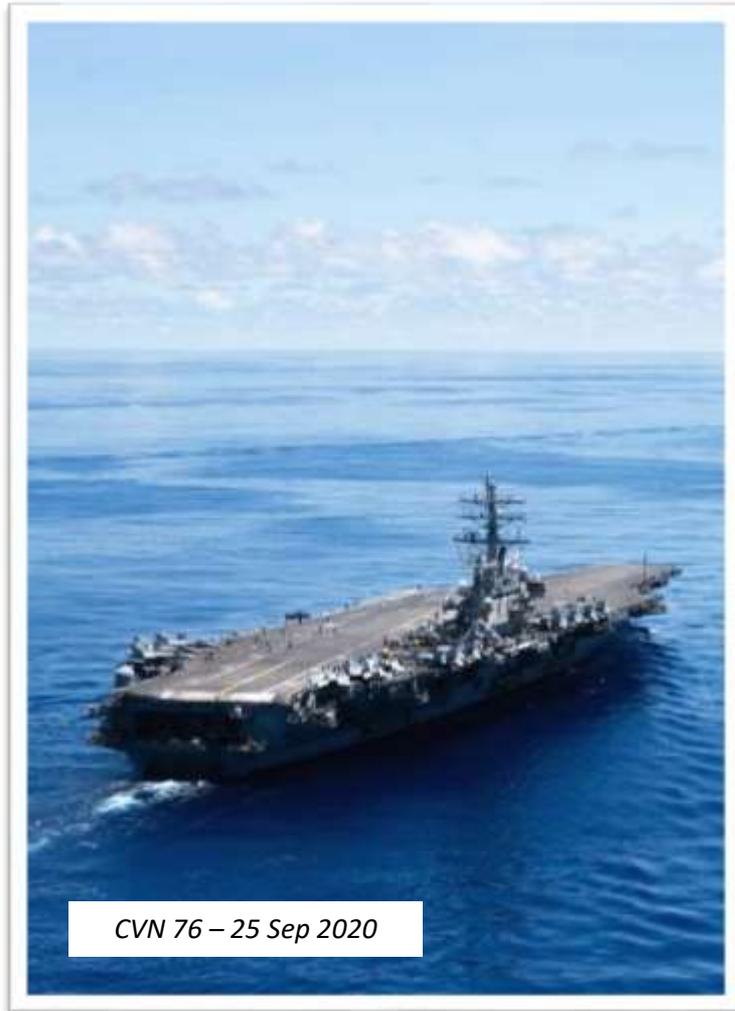
## ■ Coming Up

- CVN 74 RCOH induction at NNS
- Support planning and execution of CVN 76 FY21 SRA at SRF Japan
- Support planning for CVN 78 PIA



# Small Business Investment Areas

- Tank/preservation
- Painting
- Small valve repair
- Pump repair
- Material buys
- Obsolescence issues for shipboard equipment
- Outfitting
- Private sector maintenance



*Over \$45.1M in Small Business Set-Asides Since 2016*



# Upcoming Opportunities

- **PSS Re-Compete (PEO-Wide)**
  - SBSA Competitive- Carrier Planning Activity Support
  - Source Selection in progress
- **SBIR Aircraft Carrier Flight Deck Tie Down Fitting (PEO-Wide)**
  - Improved flight deck tie down fitting
  - Supports form, fit, function replacement of the legacy steel tie down fittings
  - FY21 Award
- **SBA 8a CVN 73 RCOH Fire watch (PMS 312)**
  - Award ECD Q1 FY20
- **RCOH Engineering and Technical Support Follow On (PMS 312)**
  - SBSA Competitive- Supports RCOH
  - Source Selection in progress



# Questions



# PEO Carriers ? Questions ? 1240 - 1250



**Break**  
**1250 – 1305**



**Mr. Howard Berkof**  
**PEO Unmanned and**  
**Small Surface**  
**Combatants (USC)**  
**1305 - 1330**



# ***PEO USC***

## ***NAVSEA Small Business Industry Day***

**7 October 2020**

**Howard Berkof**  
**Deputy Program Manager**  
**Unmanned Maritime Systems, PMS 406**





# PEO USC Portfolio

PEO USC SUMMARY  
 (ACAT or Equivalent)  
 3 – ACAT I  
 4 – ACAT II  
 3 – ACAT III  
 0 – ACAT IV  
 7 – Pre-ACAT  
 9 – Non-ACAT/Other



As of September 2020 - DISTRIBUTION A - Approved for public release

**DISTRIBUTION STATEMENT A: Approved for Public Release, Distribution is unlimited**



# PEO USC Small Business Champions



**PMS 340 DPM**  
Claude Lim



**PMS 525 DPM**  
Ghadeer Halim



**PMS 406 DPM**  
Howard Berkof

**PEO USC**  
Acquisition Director: Tim Gaffney  
S&T Director: Beth Madden



**PMS 515 DPM**  
Andrew Bosak



**PMS 408 DPM**  
Mike Alperi



**PMS 505 DPM**  
Robin Coady



**PMS 420 DPM**  
George Saroch



**PMS 495 DPM**  
Gary Jones



**PMS 501 DPM**  
Neal White



# PEO USC SB Service Opportunities FY21



## Knowledge-based Services

- Program Management Support Services, Unrestricted
  - Unmanned Systems, LCS MM, LCS Sustainment, Mine Warfare
- PEO Front Office Professional Support, Small Business
  - Acquisition, Cybersecurity, T&E, Logistics, Corporate Operations
- Program Management Support, Small Business
  - LCS production, test and trials

## Equipment-Related Services

- Ship Sustainment
- Mine Warfare
- Autonomous Systems
- Ship Modernization



# Shipbuilding and Sustainment SB Multi-Mission Opportunities



## COMBAT SYSTEM



## RADAR



LCS3 MAST ASSEMBLY AND SENSORS

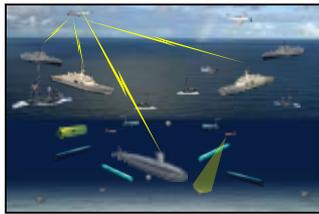
## ELECTRONIC WARFARE

 Consolidated SatCom For Ships	 MFEW ADM (complete)
 Low Band Consolidated Comm / IO	 Consolidated SatCom For Submarines
 Multibeam EW / IO / Comm	 Flexible Digital Array Radar (FLEXDAR)

## HUMAN FACTORS



## COMMS



## AUTOMATION



## WEIGHT REDUCTION



## ENERGY EFFICEINCY



Navy LED light bulbs



Waterjets

## LOGISTICS



MPSF



# Unmanned Maritime Systems

## Unmanned Surface Warfare



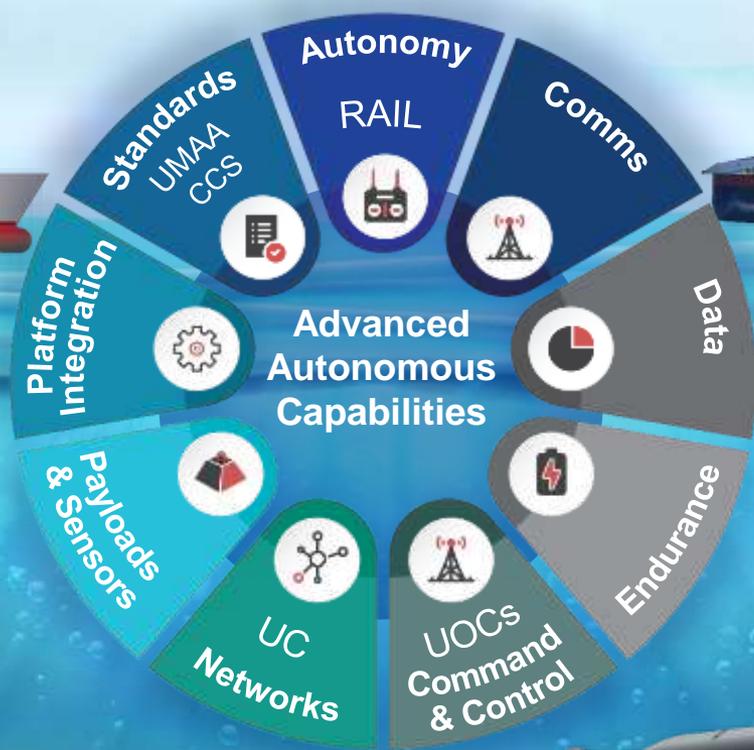
LARGE USV



MEDIUM USV



PROTOTYPES



RAZORBACK MUUV



SNAKEHEAD LDUUV



ORCA XLUUV

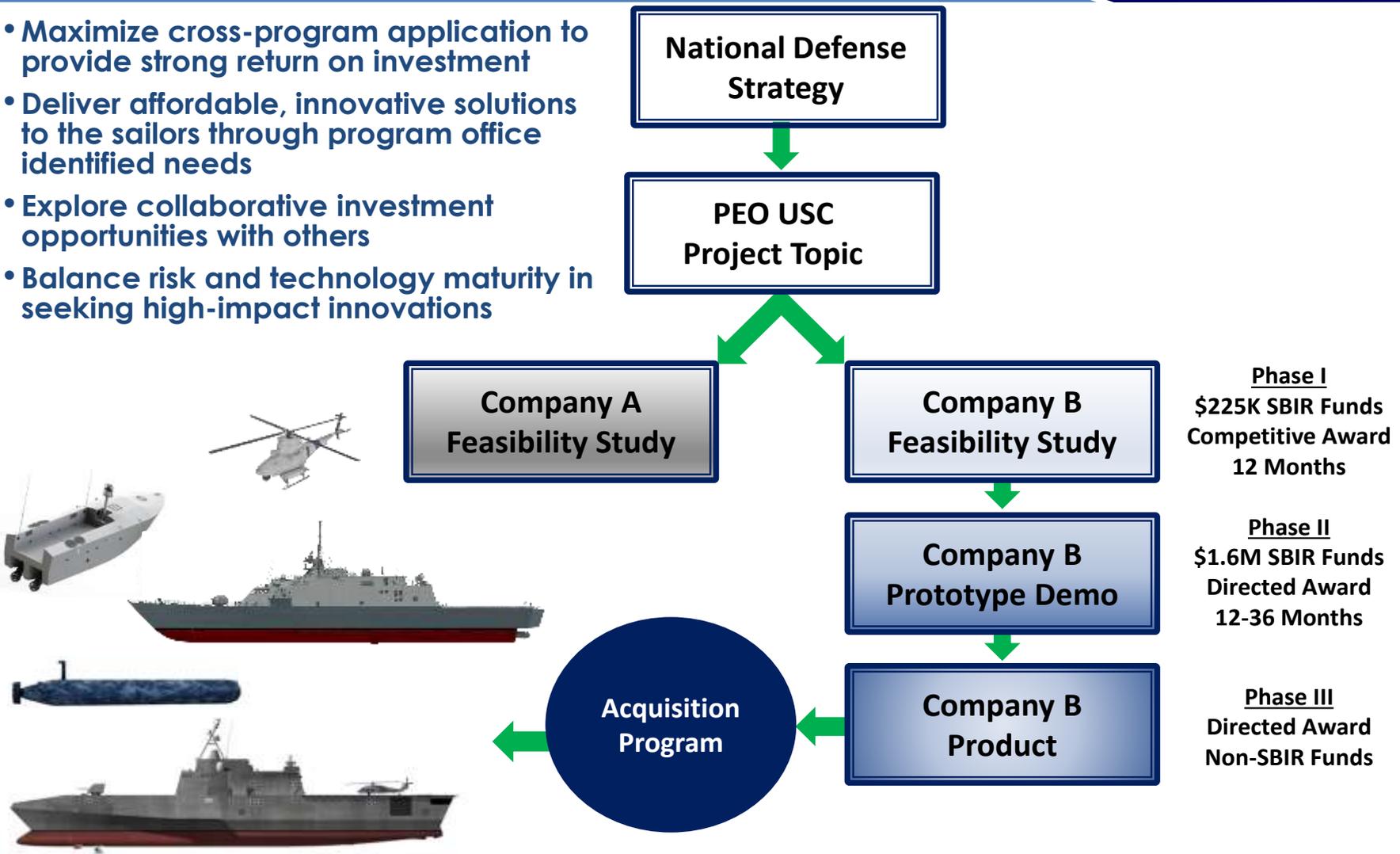
## Unmanned Undersea Warfare



# PEO USC SBIR/STTR Business Model



- Maximize cross-program application to provide strong return on investment
- Deliver affordable, innovative solutions to the sailors through program office identified needs
- Explore collaborative investment opportunities with others
- Balance risk and technology maturity in seeking high-impact innovations



5 – 7 Years



# Good News Story!



## Maritime Applied Physics Corp.

**Effort:** *TALONS (Towed Aerial Lift of Naval Systems) is a type of tethered elevated mast, a platform to provide elevation to a variety of payloads in order to increase line-of-sight and area of regard.*

**SB Award:** *NAVSEA Small Business Innovation Research Contract Award*

**Benefit:** *The TALONS team successfully supported the 2019 NATO REP(MUS) exercise, representing the USN and US industry, and achieving all technical objectives. TALONS conducted multiple flights off of two ships (USS Porter and Portuguese OPV). Contacts were tracked with an inexpensive commercial marine radar, and verified using AIS. A tactical picture data display was relayed from shore to TALONS.*



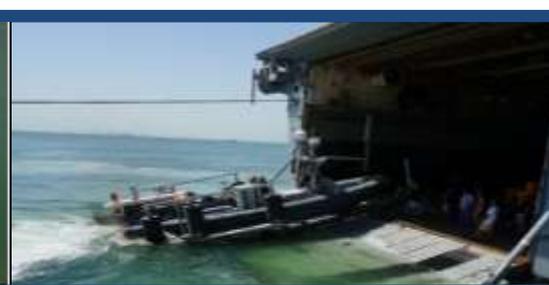
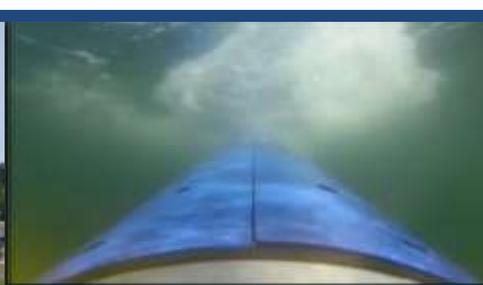


# Upcoming PEO USC SBIR/STTR and RIF Opportunities



What?	When?	How do I get involved?
<b>21.1 SBIR/STTR BAA (10 PEO USC Topics)</b>	<ul style="list-style-type: none"> <li>• SBIR Pre-Release Begins 24 Nov, 2020</li> <li>• BAA Opens 6 Jan, 2021</li> <li>• BAA Closes 10 Feb, 2021</li> </ul>	BAA will be posted to FedBizOpps on the pre-release dates. Guidance and resources for small businesses are available at: <a href="http://www.sbir.gov">www.sbir.gov</a> , <a href="https://sbir.defensebusiness.org">https://sbir.defensebusiness.org</a> and <a href="http://www.navysbir.com">www.navysbir.com</a>
<b>SBIR/STTR Reachback</b> (only previous SBIR/STTR awardees are eligible)	Ongoing	We are always interested in new technologies and ideas. If you have a SBIR/STTR project that aligns with the PEO USC portfolio, please let us know.

**For more info, please contact the PEO USC SBIR Technology Manager, Jennifer Greenwood, [jennifer.m.greenwood@navy.mil](mailto:jennifer.m.greenwood@navy.mil)**



# Accelerate



# Innovate



# Deliver



**PEO USC**  
**? Questions ?**  
**1330 - 1340**



**Mr. Michael McClatchey**  
**Team Submarines**  
**1340 - 1405**



**TEAMSUB**  
**Mr. Michael McClatchey**  
**Executive Director**  
**Undersea Integration & USW CTO**

---

NAVSEA Small Business Industry Day

07 October 2020



# TEAMSUB Mission & Priorities

## **Team Submarine Mission:**

Keep America's Navy #1: Deliver and sustain reliable and affordable undersea warfare capabilities and readiness

## **Team Submarine Vision:**

Team Submarine will exercise rigor, innovation and sustainment to maintain readiness and the U.S. Navy's undersea superiority

## **Priorities:**

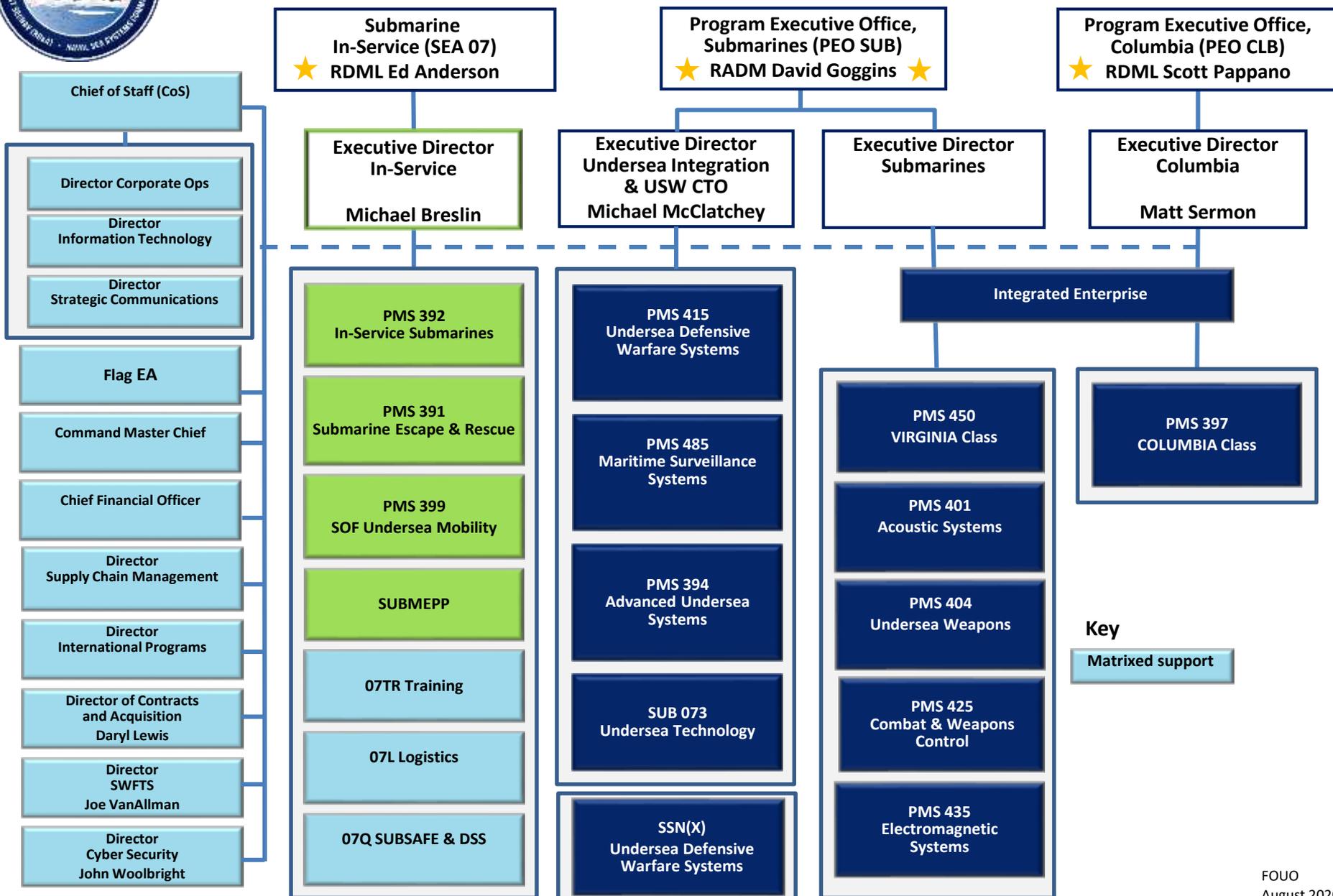
- Maintain continuous strategic deterrence
  - Deliver the COLUMBIA Class on time at an affordable budget
  - Sustain the OHIO class through end of life
- Maximize warfighting availability and lethality of undersea forces
  - Execute VIRGINIA class Block IV recovery plan to sustain 2/year
  - Increase undersea force A; drive affordability into all submarine classes' life cycle sustainment plan
  - Expand investments to maximize the rapid fielding of transforming sensors, weapons and payloads through full spectrum of warfare
- Deliver integrated warfare in a secure, cyber resilient, common architecture

16



# Team Submarine

## In-Service Directorate, PEO Submarines & PEO Columbia





# PEO Submarines Portfolio

## 17 ACAT Programs

- 1 ACAT I
- 3 ACAT II
- 11 ACAT III
- 2 ACAT IV



PMS XXX  
SSN(X)

PMS 394  
Advanced  
Undersea  
Systems



PMS 450  
VIRGINIA  
Class Submarine



PMS 404  
Undersea  
Weapons



PMS 485  
Maritime  
Surveillance  
Systems



PMS 415  
Undersea  
Defensive  
Weapons



SWFTS

SUB 073  
Undersea  
Technology



PMS 401  
Submarine Acoustic  
Systems

PMS 425  
Submarine Combat and  
Weapons System

PMS 435  
Submarine  
Electromagnetic  
Systems





# Small Business Investment Areas

- Sonar, Combat and Torpedo Capability
- Weapon Payload Control
- HF Stimulation
- Common Acoustic Cabinet
- Acoustic Intercept and Ranging
- Combat Systems of the Future
- On-Board Team Trainer
- Information Automation
- Technology Infusion
- Information Assurance
- Weapon Launchers and Simulators
- Program Management Support
- Unmanned Capabilities
- Payload Technologies
- Sensor Technologies



**PEO SUBS: \$13.6B organization**  
-Unmanned capabilities, information automation, cyber, and payloads have recently had increase in focus from innovation standpoint.



# PEO SUB SBIR Transitions

**PEO SUB > \$1.5B in Phase III Investment**

**Cardinal Engineering / Weidlinger Associates**  
Shock Analysis

**www technologies**  
Ship Control Architecture

**CCSM Planning Systems Inc**  
GCCS Development & COTS Applications

**DSR**  
Advanced Information Systems  
Software Migration Legacy Trainer  
Photonics Mast Workstation

**Rite Solutions**  
Mission/engagement planning s/w

**Progeny**  
Audio Signals  
Active Emissions Information  
Assurance  
AN/WLR-1 AI&R  
Manning Reduction

**Trident Systems**  
Mobile Computing for Submarine Applications

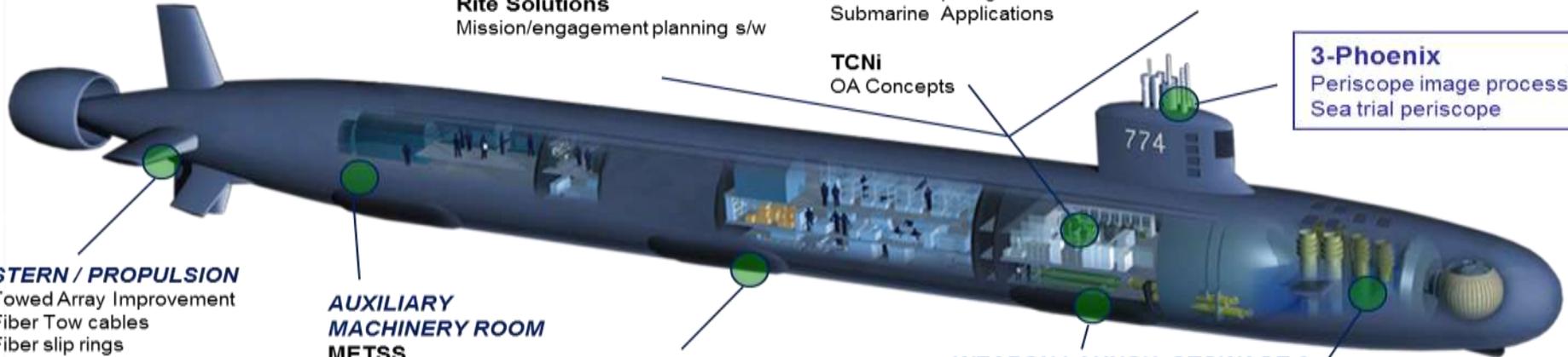
**TCNi**  
OA Concepts

**Rite Solutions**  
Future Combat System Planning  
On Board Team Trainer

**Chesapeake Science Corp.**  
TSMS Telemetry

**Jackpine Technologies**  
Common Submarine Radio Room Software

**3-Phoenix**  
Periscope image processing  
Sea trial periscope



**STERN / PROPULSION**  
Towed Array Improvement  
Fiber Tow cables  
Fiber slip rings  
Heading sensors  
telemetry  
**Chesapeake Sciences Corp**

**AUXILIARY MACHINERY ROOM**  
**METSS**  
Synthetic Lubricating & Hydraulic Oil

**HULL**  
**Compudrive**  
Electromechanical Actuators

**Seeman Composites**  
Non-Autoclave Composite Systems and fairings

**AAC**  
Acoustic sensors

**Sedna**  
HF Sim/Stim

**WEAPON LAUNCH, STOWAGE & HANDLING**  
**Progeny**  
Tools for VME Interactive Acoustic Analysis Process  
Multi Tube Weapon Simulator  
Common Weapon Launcher  
**Pacific Engineering Inc. (PEI)**  
Ready Stow Group (RSG) Launch Cradle

**TRI**  
Composite Torpedo Room Temp Berthing and weapon handling cradles

**MK54 Mod 1 Array**

**SBIR Reasons:**

1. Risk reduction
2. Technology insertion
3. Obsolete component replacements
4. Establish competition where there is none



# PEO COLUMBIA SBIR Investments Historical and Active SBIRs

## Stern/Propulsion

**X-DOT Engineering and Analysis**  
Modeling Lubrication Bearings  
**Tucker Innovations**  
CNC Tool-path Programming

## Shock

**Cardinal Engineering**  
**Weidlinger Associates**  
**Dominca Inc.**  
**Ascendent Engineering**  
**ATA Engineering Inc.**  
Shock Analysis &  
Qualification

## Hull

**ASSETT**  
Scalable SONAR Array  
Signal Processing Improvements  
**Progeny**  
Expendable CTD Sensor  
**SA Photonics**  
Hoop Strain Measurement System

## Climate Control

**Neodynatics Corporation**  
**Nikira Labs Inc.**  
**Vista Photonics Inc.**  
Advanced Analyzers for Monitoring  
Submarine Atmosphere  
**Triton Systems Inc.**  
**TDA Research Inc.**  
Advance Material for CO2 Capture



## Cyber Security

**D-Tech LLC**  
**G2 Ops Inc.**  
**Qualtech Systems Inc.**  
**Metron Inc.**  
**Scalable Network Technologies Inc.**  
Risk Reduction and Resiliency of  
Industrial Control Systems

## Multiple Applications

**Triton Systems Inc.**  
Oil Less Cooking Deep Fat Fryer  
**Luna Innovations**  
Coating Monitoring System  
**Mainstream Engineering**  
Electronics Enclosure Thermal Management  
**Softronic**  
Solid State Emergency Transmitter  
**WW Technology Group**  
Ship Control Architecture

## Composites

**Luna Innovations**  
Damage Visualization of  
Submersible Navy Composites  
**Metis Design Corporation**  
**Hi-Test Laboratories Inc.**  
Structural Health Monitoring

## SBIR Reasons:

1. Risk Reduction
2. Technology Insertion
3. Obsolete Component Replacements
4. Establish Competition



# Team SUB Small Business Advocates

Code	Program	Phone
SUBCO	Program Support	202 781 5239
SUB I	International Programs	202 781 1348
SEA073	Undersea Technology	202 781 1216
SEA07TR	Submarine Training Systems	202 781 5184
PMS391	Submarine Escape & Rescue	202 781 3148
PMS392	Strategic/Attack Submarines In Service	202 781 1190
PMS394	Advanced Undersea Systems	202 781 7456
PMS397	COLUMBIA Class	202 781 5141
PMS399	SOF Undersea Mobility	202 781 4125
PMS401	Submarine Acoustics	202 781 1192
PMS404	Undersea Weapons	202 781 1662
PMS415	Undersea Defensive Systems	202 781 5147
PMS425	Submarine Combat Control	202 781 0928
PMS435	Submarine EW and Imaging	202 781 2821
PMS450	VIRGINIA CLASS	202 781 1318
PMS485	Maritime Surveillance Systems	619 524 7653

Contact the TSUB DAC office if you have trouble contacting individual PMOs.  
DAC POC: Angelle Dent-King; [angelle.l.dent-king3@navy.mil](mailto:angelle.l.dent-king3@navy.mil)



# Small Business Entry Opportunities

- **Long Range Acquisition Forecast (LRAF)**
  - POC Rich Goff, SEA02CI (202) 781-2872
  - [www.fedbizops.com](http://www.fedbizops.com)
- **Undersea Technology Other Transaction Authority (OTA)**
  - POC Tom Carroll (401) 832-3690
  - [www.underseatech.org](http://www.underseatech.org)
- **Small Business Innovative Research (SBIR)**
  - Team SUB Coordinator, Brian Quarles, 202-374-5190
  - <https://www.navysbir.com/index.html>
- **DoN Rapid Innovation Program**
  - Team SUB Coordinator, Brian Quarles 202-374-5190
  - [www.fedbizops.com](http://www.fedbizops.com)



# Small Business Investment

- **Significant success stories with SB taking on major system work**
  - PMS 425 (Combat Systems and IA)
  - PMS 404 (Torpedoes)
- **There is opportunity for innovative solutions in the sustainment lane in our system offices which often sustain their own products.**
- **\$2B in contract value over the FYDP**
- **Around 13% of our system level contract dollars are invested in small business**
- **Significant effort over the years in the PEO to utilize SB set aside and major systems work has gone to vendors**
- **There will be continued Small Business awareness events with TSUB in the future such as this showcase**
  - FY21 Goal – Small Business meetings throughout the year to discuss company capability and our system challenges in smaller forums



# Small Business Investment (cont.)

- **More Other Transaction Authority (OTA) is being utilized in the PEO**
  - Compliance requirement (2371b) has two of the four that encourages small business (any one of the four can satisfy the requirement with two focused around SB below)
    - Significant role for Non-Traditional Defense Contractors (NDC)/Non-Profit
    - All participants are small business to include SBIRs
  - Consortia based focus: 7 Program Offices with \$350M in efforts to various vendors to include some small businesses
  - Expecting our SB numbers to go up in future years due to more use of OTs and new requirements
- **Commercial Technologies for Maintenance Activities (CTMA) Program is also another tool (cooperative agreement) that we have used in the past to reach small business (electronics obsolescence in undersea weapons)**
  - Solving sustainment challenges in the PEO as a lot of system program offices are cradle to grave with acquisition
- **More discussion and briefings with the program offices on various programs and consortiums that promote National Development Council (NDC)/SBs**
  - Engaged all senior leadership on the options and benefit of utilizing small business/non-traditional vendors

***We are creating more awareness of the alternatives to our offices and leveraging consortiums that are innovation focused and foster an environment that utilizes small businesses.***



## Advanced Sub System Developments (ASSD, SUB 073)

- SUB 073 is responsible for bridging the gap between the acquisition and the application of a design by the U.S. Navy through testing, demonstration and validation of promising technologies to provide undersea emergent capabilities that are safer, stealthier, and lower cost.
- These designs can come from internal Navy sources, external business partners, or the Advanced Research Lab Partner Universities; Johns Hopkins University, University of Texas – Austin, and Pennsylvania State University.
- The major focus is on transitioning technologies to help the Fleet maintain Undersea Superiority.



# ASSD Small Business Investment Areas

- Corrosion Control
  - Innovative design and coatings
- Maintenance vs Repair
  - Predictive monitoring capability
  - Advanced nondestructive testing
- Physics base modeling / design tools
- Advanced materials (Composites)
- Energy storage
  - Increased energy density
  - Safety monitoring
- Platform acoustic monitoring
- Artificial Intelligence/Machine Learning





# Questions?





# Team Submarines ? Questions ? 1405 - 1415



**Mr. Steve Lagana**  
**PMS 555 Shipyard**  
**Infrastructure Optimization**  
**Program (SIOP)**  
**1415 - 1440**



# Program Overview

**Steven Lagana**  
**Program Manager, PMS 555, Shipyard Infrastructure**  
**Optimization Program (SIOP)**



**Insert Video Link Here**



# SIOP - Background



## GAO Report

- Report (17-548, September 2017) noted that the facilities maintenance backlog for naval public shipyards had grown to nearly \$5 billion
- GAO indicated Navy did not have a comprehensive plan to address and monitor its infrastructure investments.

## Navy Initiative

- NAVSEA, CNIC and NAVFAC partner in FY17 to analyze the approach to modernizing the naval shipyard infrastructure, and the way shipyard work is accomplished.

## Resulting Product

- NAVSEA stands up PMS 555, a centrally managed infrastructure program office, to manage the necessary investments to optimize the naval shipyards.
- PMS 555 is an integrated program office with NAVSEA as the supported command and CNIC/NAVFAC as supporting commands.



# Proposed SIOP Investment Areas



## Prioritized investment areas

- **Dry docks - \$4B**
  - Needed to recover 67 of the projected 68 moved, deferred and/or rescheduled submarine and aircraft carrier maintenance availabilities.
  - Critical to supporting new Class introduction, maintaining dry dock certifications, and seismic and flood protection improvements.
  - Essential for improving Fleet readiness by ensuring on time aircraft carrier and submarine availabilities.
- **Facilities layout and optimization – \$14B**
  - Essential to recovery of 328K man days per year of productive work solely by reducing worker and material movement.
  - Necessary to fully realize capital equipment return on investment.
- **Capital equipment - \$3B**
  - Necessary to modernize the naval shipyard industrial plant and improve efficiency.
  - The maximum capital equipment return on investment beyond modernization, though, will not be fully realized without optimizing facilities layout.



# SIOP - Phases



## Phase I:

Shipyard Infrastructure Optimization Plan (SIOP) report to congress delivered- **Date 2018**

## Phase II:

**Enhanced** industrial engineering analysis, modeling and simulation of industrial processes, **facility locations** used to develop Area Development Plans (ADPs) digital twins of the four public shipyards.

Concurrently executing dry dock, facility restoration and modernization, and capital equipment investments during the development of the ADPs that **support short term dry dock availabilities** and long term optimization program.

## Phase III:

Prioritize, develop, and execute projects identified during Phase II



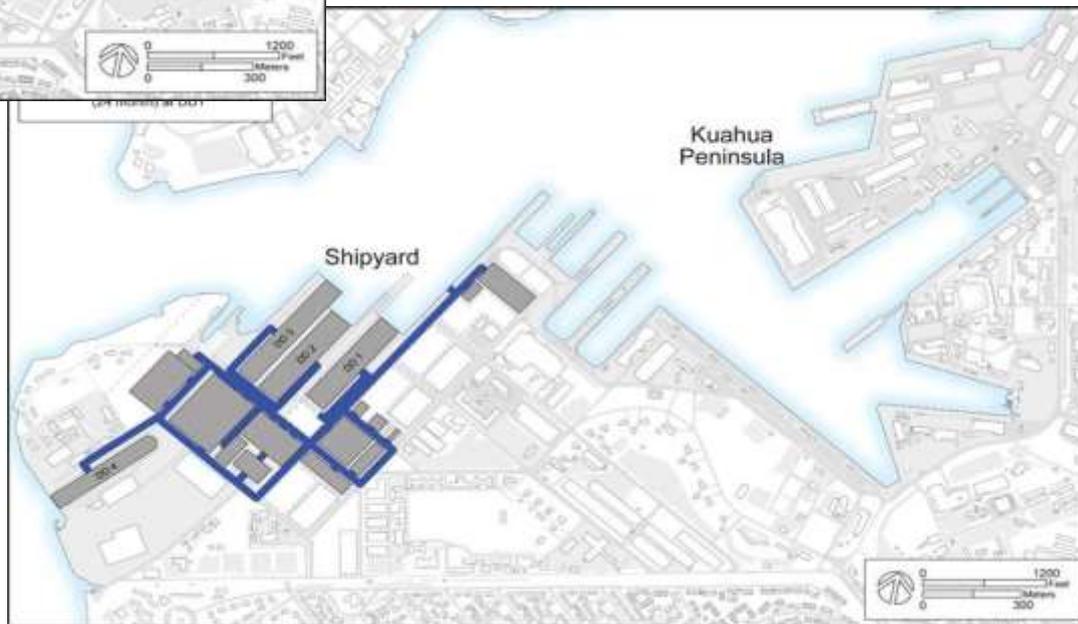
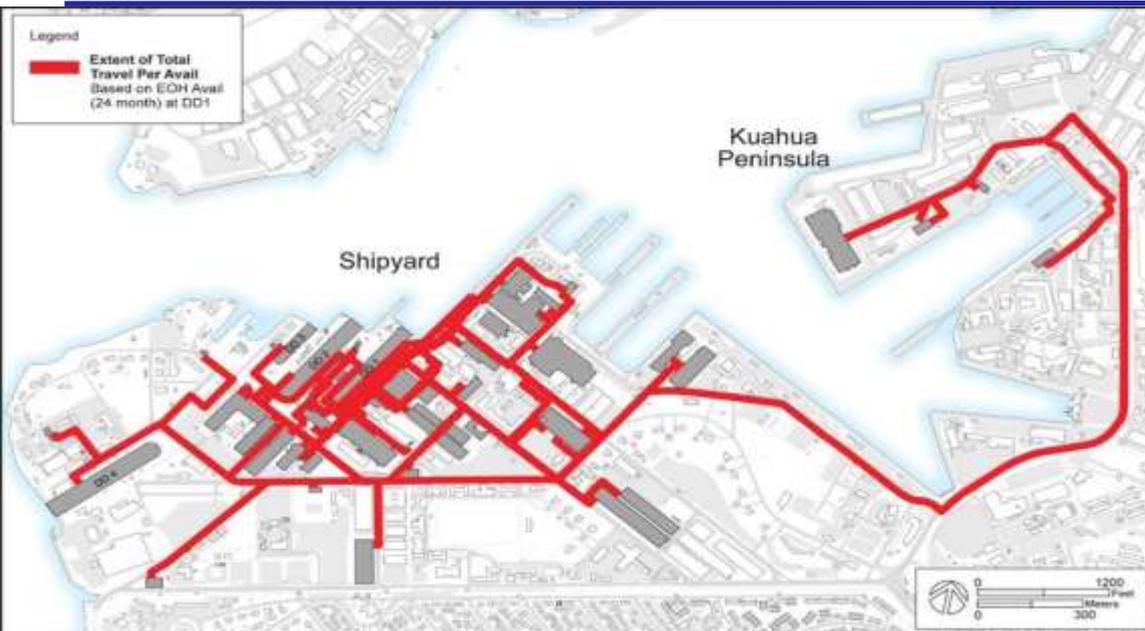
# NAVSEA HQ and Public Shipyards



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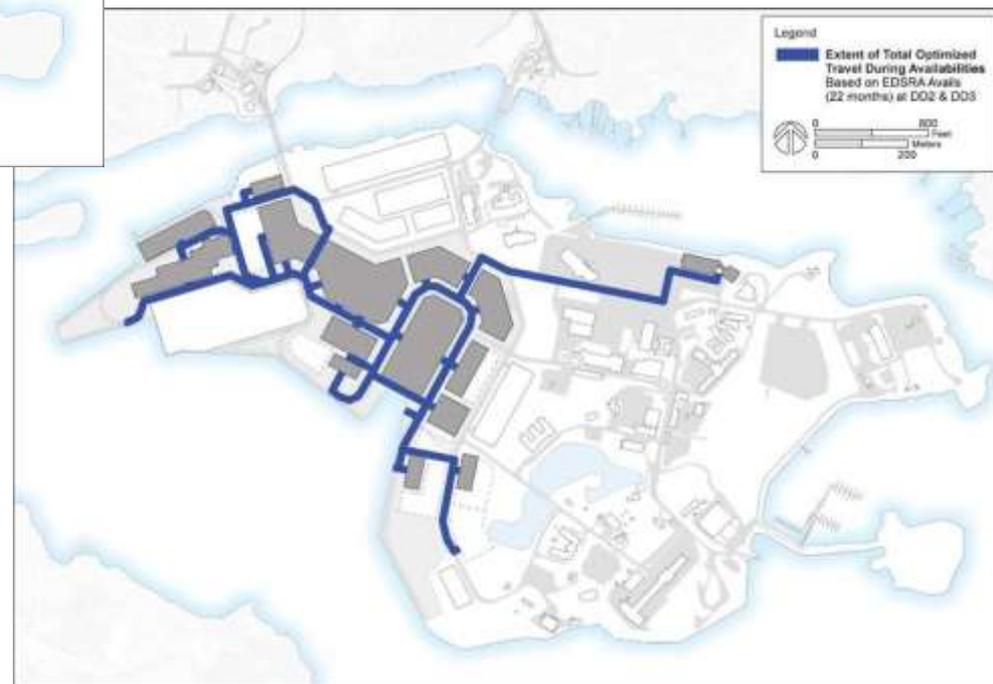
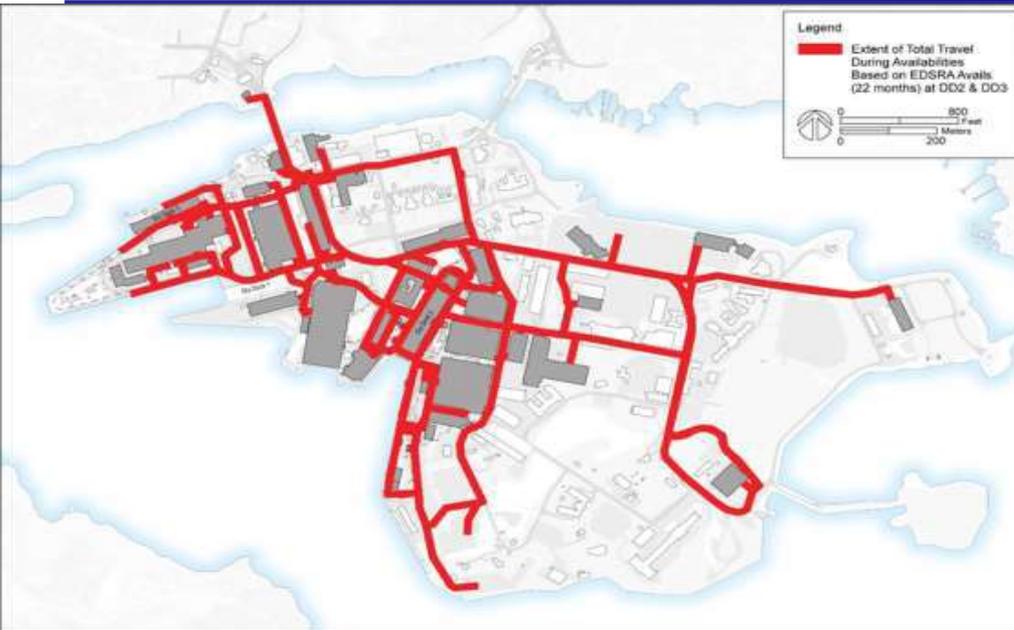
# Phase I Results: Pearl Harbor Naval Shipyard



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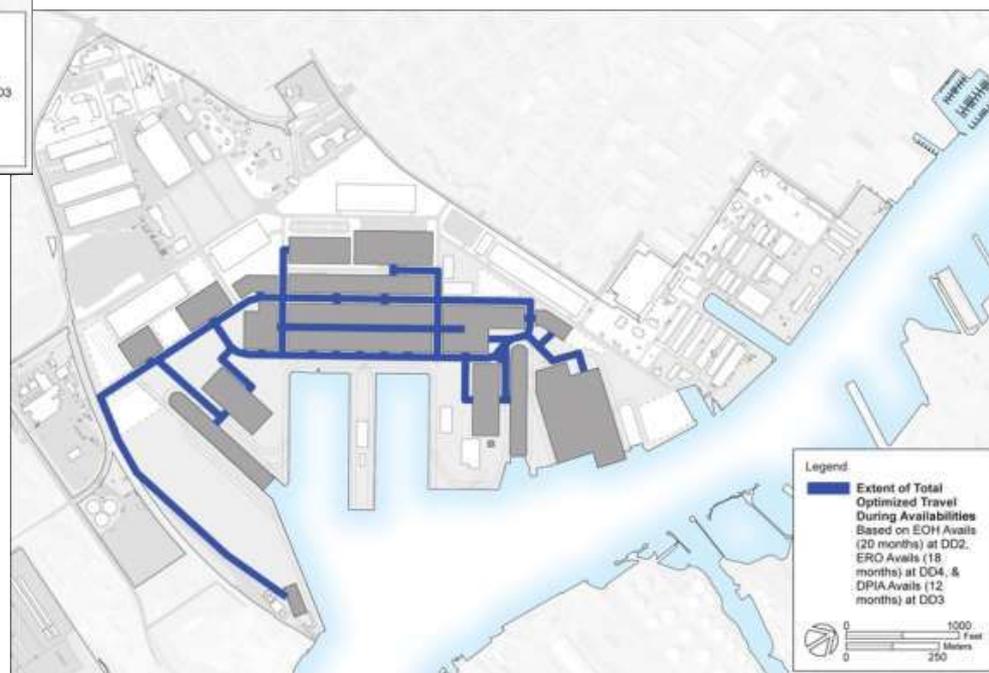
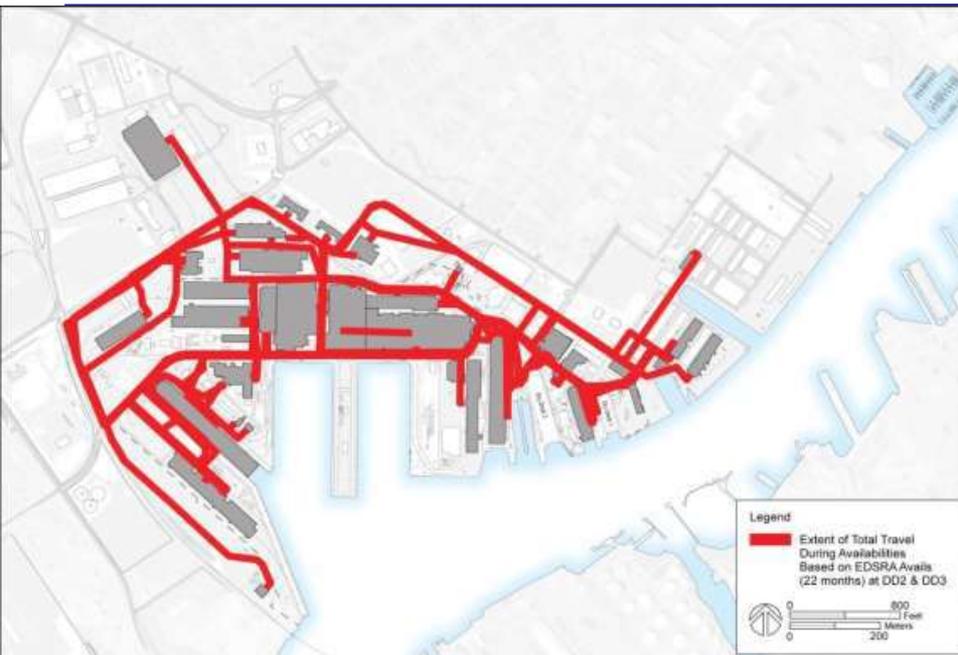


# Phase I Results: Portsmouth Naval Shipyard



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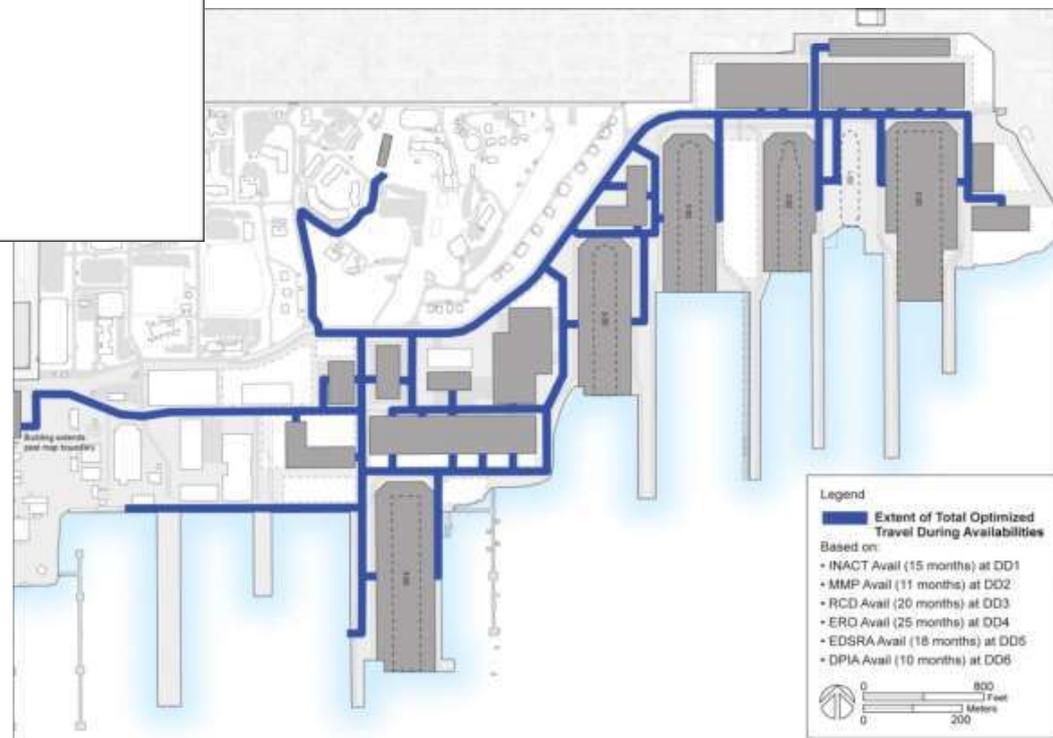
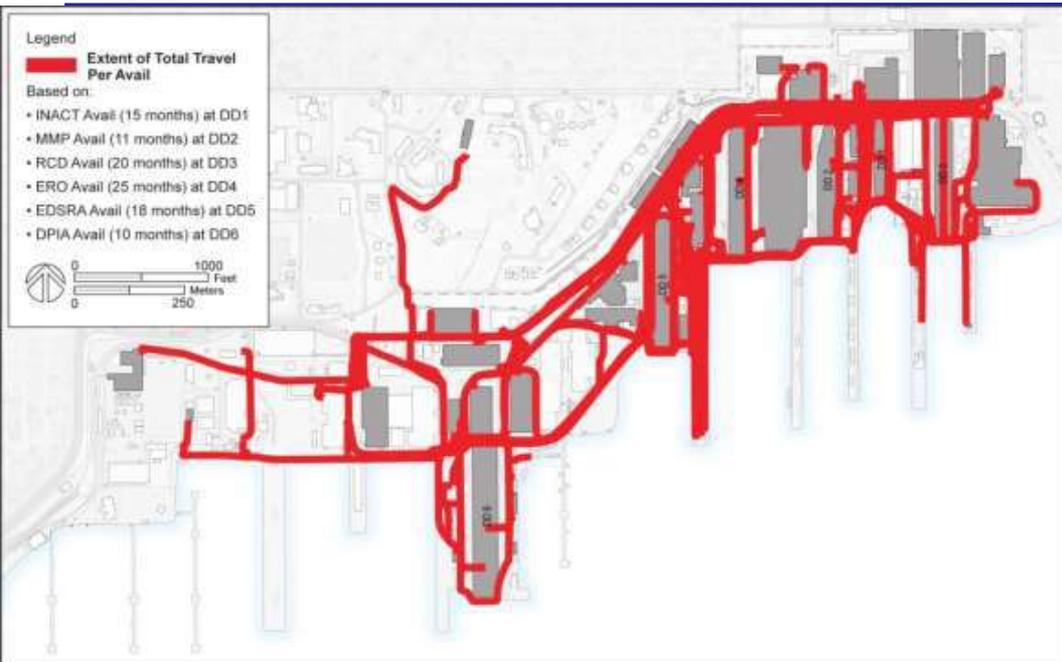
# Phase I Results: Norfolk Naval Shipyard



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# Phase I Results: Puget Sound Naval Shipyard



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# Program Direction

**Steven Lagana**  
**Program Manager, PMS 555, Shipyard Infrastructure**  
**Optimization Program (SIOP)**



# SIOP Phase II



## Industrial Engineering

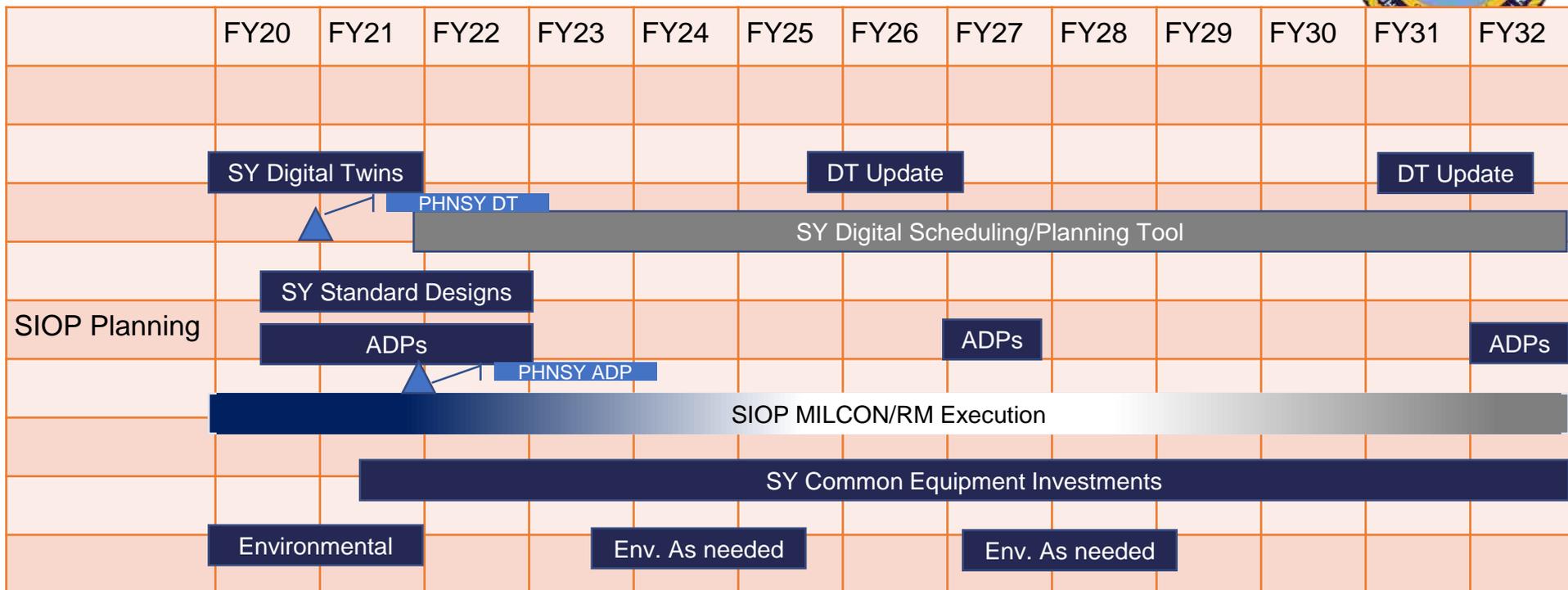
- Modeling and Simulation
  - Currently ongoing – Taking advantage of OSD Commercial Technologies for Maintenance Activities (CTMA) Program through a cooperative agreement with the National Center for Manufacturing Sciences (NCMS)
    - Contractors conducting the work - Siemens Government Technologies, EngUSA, Bechtel National Inc., Life Cycle Engineering, Orbis Inc.
  - Goal: Build a digital twin of each shipyard that optimizes all industrial processes

## Facility Engineering

- Shipyard Physical Layout
  - Gap analysis of all traditional civil engineering problems
  - Identification of future facility planning studies



# Notional Schedule



## Major Milestones:

### Digital Twins

PHNSY	Q3FY20
PSNS&IMF	Q2FY21
PNSY	Q4FY21
NNSY	Q4FY21

### Area Development Plans

PHNSY	Q1FY22
PSNS&IMF	Q1FY23
NNSY	Q1FY24
PNSY	Q1FY25

	IOC
	Fielded Capability
	Unfunded

Standard designs and full-requirement understanding allow for continuous execution without the starts/stops of the current process.

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# Engineering Principles

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The Optimized Shipyard of the Future must be:

- A Standardized Industrial Plant
- Flexible
- Smart
- Sustainable
- Adaptable to mission

\*\*\*Must execute during normal operations\*\*\*



# SIOP Small Business Strategy

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**Purpose:** To facilitate an enhanced understanding of the SIOP programs and strategic direction and address opportunities for small businesses



## Small Business Investment Areas

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### Potential SB Investment Areas:

- Additional modeling and simulation of shipyard layout FY22-23
- Other Transaction Authority (OTA) for innovation prototypes FY22-26
- New Equipment Technology/Process Optimization
  - Dry Dock Lifting and Handling
  - Connected Plant Equipment
  - Material Handling/Warehouse Automation
  - Automated/Robotic/Drone Delivery
- SB Mentoring/Protégé with large facility planning and design firms for upcoming MILCONs (through NAVFAC FECs) FY22-27
- Professional Support Services
- Environmental and Cultural Consultations
- Smart Shipyard Communications and Network Architecture



**PMS 555 (SIOP)**

**? Questions ?**

**1440 - 1450**



# Closing Remarks

## Day 2



**Thank You For Attending  
Small Business Day**